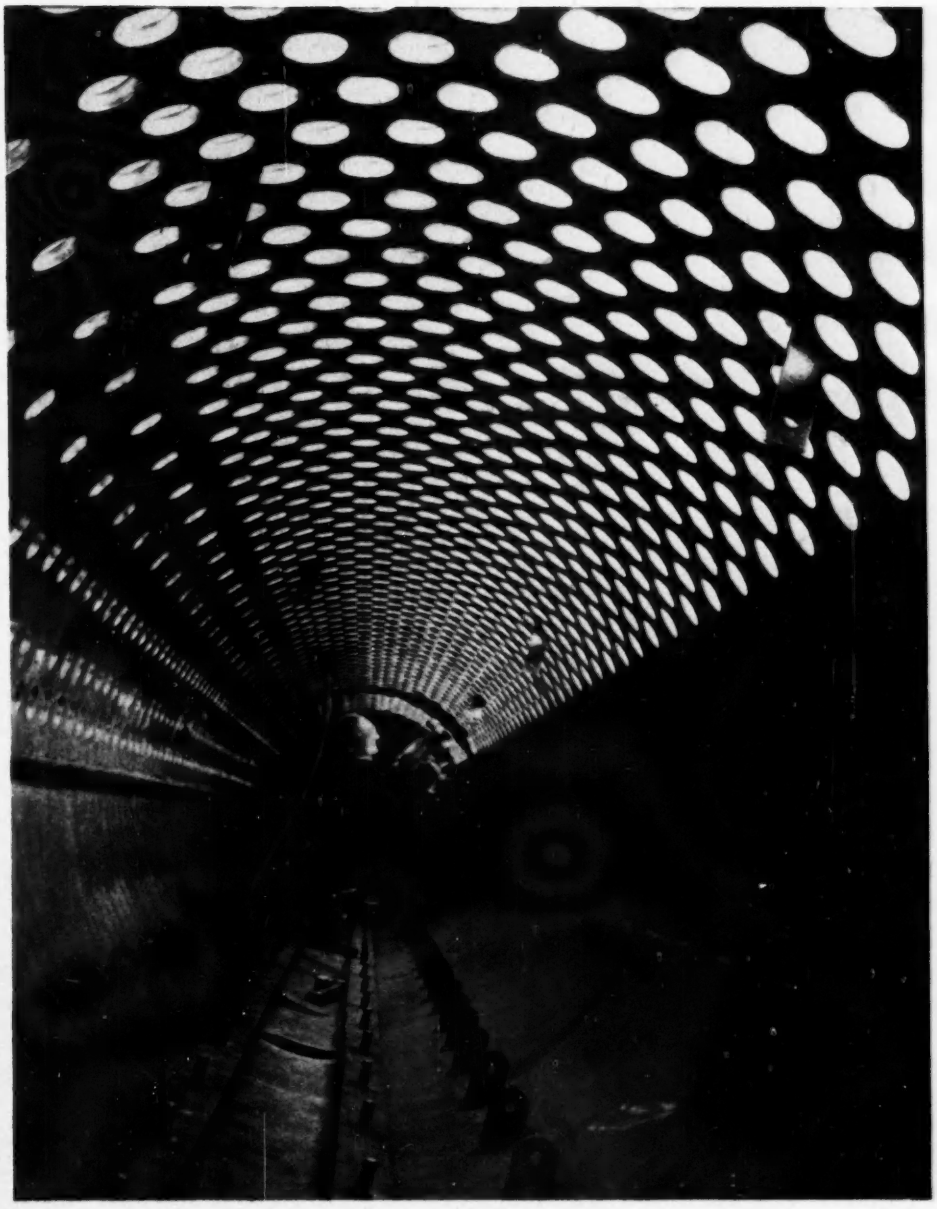
Board of Trade Journal

Volume 184, No. 3445 29 March 1963



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Board of Trade Journal

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Trading with the People's Republic of China

Mr. Lu Hsu-chang, Vice-Minister of Foreign Trade of the People's Republic of China, arrived in London on March 21 (until April 11) as a guest of H.M. Government. Members of his entourage are: Mr. Hsieh Shou-tien, Managing Director of the China National Metals and Minerals Import and Export Corporation, Mr. Chen Yang, Deputy Managing Director of the China National Machinery Import and Export Corporation, Mr. Lu Huan-chang, Professor, Peking Institute of Chemical Technology and Chief Engineer (Designs), China National Technical Import Corporation (complete plants).

This will be the first official visit to Britain at the invitation of H. M. Government of any Minister of the Government of the People's Republic of China. H. M. Government intended that this will be a goodwill visit in the course of which Mr. Lu will see something of Britain's industrial achievements and development and something of the country. He will meet British Ministers and representatives of British industry and there will be opportunities for informal discussion about the prospects for the further development of Sino-British trade.

Against this background, the following article on trading with the People's Republic of China by *L. S. Ross, First Secretary (Commercial) at the Office of the British Charge d'Affaires, Peking* will be of interest to traders.

TRADE WITH CHINA is really in a category by itself. The possibilities of the market, the ups and downs it has seen since the war, the size of the country, and the total irrelevance of many of the rules of salesmanship make a promotion drive here or even an assessment of the position a difficult problem for the export manager or director. There are no possibilities for market surveys, there can be no advertising within the country, there is no contact with the end-user and yet despite this, sales are made.

Trading has reverted to an almost classical pattern of persuading first by correspondence and then perhaps in person a handful of capable and shrewd men that the goods we have are the best and that the price is right. In short, gimmicks are out. I asked a notably successful British businessman in this market how he accounted for his sales here. His reply was "perseverance". That answer is I am sure valid for the sale of all types of goods, but in saying perseverance was the sole answer my informant was doing himself an injustice for he was discounting his own expertise which is essential in coping with the trading conditions here.

Those firms which are so experienced can testify that the entire foreign trade of the country is in the hands of some twelve Import-Export Corporations. As far as the British exporter is concerned the most important of these are the Machinery, Chemicals, Textile, Metals and Minerals, and the National Technical Import Corporation (complete plants). There are of course others, such as the Animal By-Products and the Tea and Native Produce Corporations which play an important part in Chinese exports to the United Kingdom.

The Structure of Trade

The structure of Chinese foreign trade is such that all imports without exception must be ordered by one or other of the Corporations, whose officials will negotiate prices and terms and who will deal exclusively with the foreign manufacturer or his agent, if the manufacturer prefers to deal through an Export House. It is just not possible to deal direct with the end-user, or even to correspond with him and a company's sales will depend entirely on their relationship with the relevant Corporation and the impression which they can make on it. The Corporations also have branch offices in several of the principal cities in China, particularly in Shanghai, Tientsin, Canton and Dairen. These sub-offices do make a number of purchases on their own account although these are often confined to a request for spares or for repeat orders.

Mr. Lu Hsu-chang, called on Mr. Frederick Erroll, President of the Board of Trade on March 22. There was an informal exchange of views on the programme of Mr. Lu's visit and on the further development of Sino-British trade. Seen (left to right) Mr. Li Chuo-chih, Commercial Counsellor in London; Mr. Lu Hsu-chang; Mr. Erroll; Mr. Hsiung Hsiang-hui, Charge d'Affaires in London and Mr. Hsieh Shou-tien.

The second point is that the relationship, even a good and successful one, with a Corporation is one conducted from a distance. It is impossible to have a sole or personal agent or indeed an agent of any kind in China; it is not in practice possible to advertise in Chinese newspapers or through the medium of the cinema or television or on hoardings although there are one or two magazines published in the United Kingdom and Hong Kong (including one printed in the Chinese language) which regularly reach Chinese eyes. Lacking therefore accepted means of contact with the potential customer, firms may on occasion feel a little detached and left with the feeling that if only they could do more to bring their products to the attention of the Chinese, then more sales would result. In order to obtain this closer contact, many firms are anxious to send out to China sales executives.

In the past the Chinese attitude towards this has been quite clearcut. Before any businessman received a visa he must receive an invitation from the relevant Corporation, and the Corporation will only do this

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Front Cover Photograph

De-burring the 1,225 tube holes in one of the two steam drums and two water drums each 30 feet long, manufactured at the Greenwich works of G. A. Harvey & Co. (London) Ltd., to the design and order of Foster Wheeler Ltd., for the Stenungsund Chemical Project of Svenska Esso A.B., Sweden.

Mr. Lu Hsu-chang, Chinese Vice-Minister of Foreign Trade (*right*), with Mr. Alan Green, Minister of State, Board of Trade, and Mr. Hsiung Hsiang-hui, Chinese Charge d'Affaires in London.

if they have the intention to buy. A final sale will of course depend on terms and conditions but as a result of this selective granting of visas few business travellers to China leave empty handed. This has meant however that not all those persons wishing for a visa have been given one and many have accordingly felt disappointed.

Nevertheless the Chinese attitude is, given the circumstances here, reasonable, for they have maintained that there is no use in having numbers of businessmen coming to Peking when there is no real prospect of them making a sale. This, in the long-run, could do nothing to further commercial relations and it would certainly prove more expensive to the foreign firms than the present system. Happily however the growing number of British businessmen visiting Peking shows that the Corporations are treating requests for visas in a more relaxed manner than hitherto.

Harvest Success a Prime Trading Factor

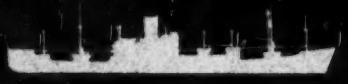
The number of businessmen given facilities to visit Peking depends of course on China's willingness to buy, which is itself directly connected with the economic state of the country. With about 70 per cent. of the nation's exports traditionally coming from the agricultural sector, the success of the harvest is of particular relevance to the country's foreign exchange position; on it will depend the need for the purchase of cereals from abroad and also on Chinese export earnings.

Despite somewhat varied weather, the 1962 harvest was not unsatisfactory and this has placed China in a position where the Ministry of Foreign Trade have been able to state that there are now good prospects here for the British exporter. The Ministry's statement becomes even more convincing, when in order to encourage closer contact, and to give Chinese Corporations a better indication of the vast range of chemical, engineering and electrical goods, which we have to offer, the China Council for the Promotion of International Trade have said that they would welcome a series of small, specialized exhibitions to be organized in Peking during 1963 by United Kingdom firms. This should prove to be a very welcome opportunity for the British exporter either to make himself known in this market or if known already, to secure further sales.

The size of the Chinese market is such that any sales, however small, multiplied by 680 million become immensely impressive. Clearly this attitude could lead to over-optimism and to expectations that cannot possibly be fulfilled for many years to come. The Chinese Government themselves make no claims that the *per capita* income here, anywhere approaches that of the United Kingdom, but they can on the other hand reasonably point out that China has the ability to pay for a substantial and increasing number of imports from the West. In the first place China's exports are not confined, as is sometimes popularly supposed, to pig bristles and frozen eggs. In 1961 China earned a favourable balance of trade with Hong Kong alone of £58 million. In 1962 the figure will be very much larger. In 1961 her trade with the entire non-Communist world probably amounted to about £440 million with an overall surplus in her favour and this was a period when by China's own admission, economic conditions were by no means perfect.

(*Continued on page 693*)

BRITAIN'S strongest link with the Peoples Republic of China



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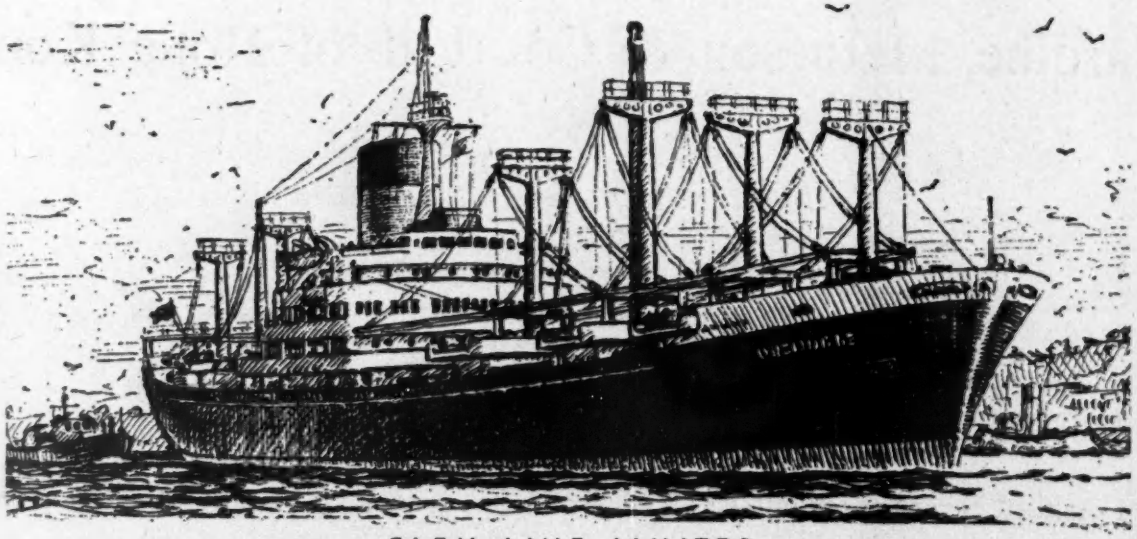

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Trading with People's Republic of China (*Continued*)

China is a Good Customer

Trade with the United Kingdom has also been affected by internal economic conditions and as a result the 1962 figures were disappointing. Nevertheless in recent years China has been a good customer; in 1960 our exports amounted to over £31 million and British products enjoy an excellent reputation. There is also considerable respect for our technical knowhow and the "sale" of this, together with the attendant plant is something which could see a remarkable development within the next few years.

What are the Chinese likely to buy? There is no necessity, nor indeed any possibility, of conducting a market research programme here. The country's requirements are enormous and the position is not dissimilar to that in the United Kingdom following the war, when imports were controlled according to their importance to the national economy. Fortunately we have been given a clear indication of Chinese requirements. A series of statements by party and government leaders have emphasized that the modernization and mechanization of agriculture and the need to bring about a fundamental technical reform in that field, in a period between 20 and 25 years is the main task before the nation. 1.2 million tractors with the necessary infrastructure will be needed together with several hundred thousand hand-steered tractors and power-driven cable-drawn tractors; from 300,000 to 350,000 combine harvesters for grain and other crops, a similar number of trucks and 3.5 to 4 million machines for drainage and irrigation. The emphasis on agriculture does not of course just mean the need to purchase the above mentioned tools and machines to be used in the countryside; the whole of industry is affected. The Vice Minister of the chemical industry has stated that the target of the chemical industry is to build up a chemical industrial system with manufacture of chemical fertilizers as its centre, to keep up with the technical reform of agriculture and to assist in the development of the national economy.

He added that this also called for the construction of new plants to increase the manufacture both of chemical fertilizers and of highly effective insecticides; other priorities were the increased production of caustic soda, soda ash, nitric acid, sulphuric acid and other basic chemical materials and for further development of the organic synthesis of plastics, synthetic fibres and synthetic rubber. Finally the Minister stated that the investment allocated to the chemical industry especially for chemical fertilizer plants would be greatly increased. In addition considerable interest has been shown in synthetic fibre plants and many types of electrical machinery. Work on rural electrification is going ahead and heavy demands will be placed on the machine tool industry. Much of this can be supplied by China herself. But a certain percentage, within the limits of her foreign exchange earnings, will be purchased from abroad.

Opportunities at the Canton Fair

No article on trade with China would be complete without some mention of the Canton Export Commodities Fair. This very capably organized Fair, is held twice yearly from mid-April to mid-May and mid-October to mid-November. Its primary function is of course to exhibit and sell Chinese goods and in the last Fair this aim was successful to the extent of some £51 million: but the Fair also provides an opportunity for the British business visitor, who is concerned with selling as well as buying, and even to those whose sole purpose is to seek rather than to make orders.

In a short time it provides an opportunity for the exporter to meet many senior officials from all the Corporations and visas are more readily granted for Canton than for Peking. For many firms it may not be worth, at least initially, sending out an executive purely to visit Canton, but if it can be fitted into a Far Eastern tour, then for an insight of what China has to offer and the extent to which she is prepared to buy, the Canton Fair offers a unique opportunity.

How can the British Mission Help?

What can this Mission do to help the British businessman? Firstly, it is possible to give market prospects (although not of course a survey) for the goods which the British manufacturer has on offer. This information can only serve as an indication of what the Corporations may or may not wish to buy, and it is always easier to say what they are unlikely to want, such as luxury goods than to state with conviction that they will buy a certain product. To a newcomer to the market it

(*Continued on next page*)

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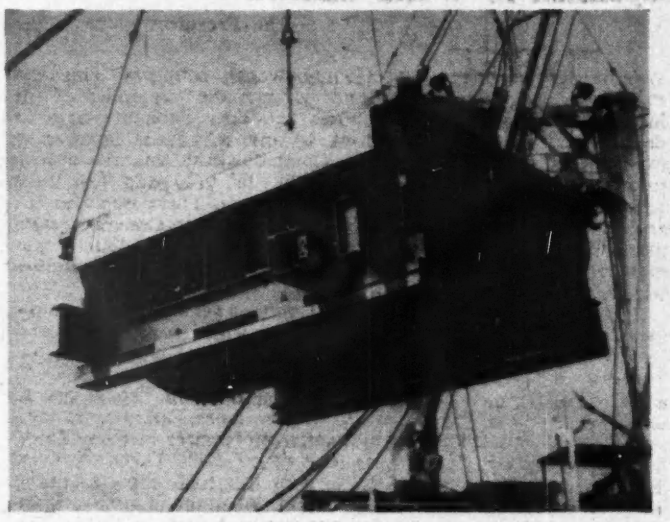
Trading with People's Republic of China *(Continued)*



A rotary vacuum pulp wash filter manufactured by Davey, Paxman & Co. Ltd., Colchester, as part of a 'Celdecor' paper pulp plant supplied by the Cellulose Development Corporation, Hatch End, Middlesex, being shipped to the People's Republic of China.

is also possible to give some more detailed advice as to how to go about making a sale.

Secondly, we arrange with the Ministry of Foreign Trade who are always most helpful, that commercial magazines and technical works of reference supplied by us are circulated to the relevant Corporations, who in turn send them to the end-user. There is of course no reason why firms at home cannot send out magazines or sales literature, on a regular basis, direct to the Corporations, and this is preferable. Accordingly, the magazines distributed here tend to be those which cover the whole range of an industry rather than those representing individual firms but anything suitable that is sent out to us is passed on to the proper quarter.

Thirdly, under arrangements with the China Council for the Promotion of International Trade, we send to that Organization suitable technical films which show some new industrial development or demonstrate a company's products. These films are not put up on public view but are shown privately, by the Chinese, to technical audiences. It is necessary to remember however that the films normally remain in Chinese hands for some time and if sent both ways by sea they will be out of the firm's hands for many months. The distribution of magazines and films or even merely the supply of addresses to which literature on sales or background information can be sent, is a particularly useful task when there is no normal medium of advertising.

Fourthly, we give all assistance that we can to British business visitors. We are of course delighted to see British businessmen out here and although the Corporations who will act as their sponsors are always excellent hosts, and as those who have visited Peking know, are almost too hospitable, there are some things which we can do which may be a help or prove to be useful.

Britain's Trading Image is Good

Finally, it is very pleasant to be able to say that the reputation of the British businessman in this market is high and our commercial image is a good one. There are still complaints about prices, less now than in the past, and in some categories of goods it is difficult to see how we can equal certain of our Far Eastern competitors. But by and large, trading conditions are now particularly favourable for the British exporter. The last nine months have seen a marked improvement in the economic state of the country and a continuation of this progress should again see China as a major importer of capital goods. The day is long past when it was said that the difficulty of business and of travelling to Cathay is so great and the route is so long and perilous that since those gentlemen twice made the journey no-one from Europe has dared to repeat it. Times have changed for the better since the days of Marco Polo, and the change has never been so marked as during the last fourteen years; those businessmen who now come are assured of a warm welcome; I have never met any who have regretted the journey.

Mr. Frederick Erroll to Visit the Middle East

MR. FREDERICK ERROLL, President of the Board of Trade, will leave London on April 12 for a fortnight's tour of the Middle East, in the course of which he will pay official visits to Iraq, Lebanon, the Sudan and the United Arab Republic. The President also hopes to visit Libya and the formal agreement of the new government is being sought. He will be accompanied by Mrs. Erroll and by Mr. K. E. Mackenzie, a senior official responsible for trade relations with the Middle East, and looks forward to meeting leading Ministers and businessmen and prominent industrialists. In this way, the President hopes to study ways of improving our commercial relations with the countries visited, and to see at first hand the opportunities in the area for developing British trade.

Note:

The President last visited the Middle East in May, 1960 when as Minister of State he spent seven days in Iraq.

The itinerary is as follows:

		(U.K. exports in 1962)
Iraq	April 12-14	£20.1 million.
Lebanon	April 15-17	£11.5 million.
Sudan	April 18-20	£23.7 million.
United Arab Republic	April 20-23	£24.4 million.
Libya	April 23-27	£13.5 million.

'ECGD is Very Big Business'

–Mr. Alan Green

'ECGD is very big business indeed. The total of cover has grown from £433 million in 1957 to £1,049 million in 1962. It is progressive business in much more than size. It covers the whole field of British exports from tin tacks to power stations; from cash against documents to five years' credit.' This was said by Mr. Alan Green, Minister of State, Board of Trade, when he spoke at the Wolverhampton Chamber of Commerce luncheon on March 25.

The Minister said that ECGD offered more than protection against unforeseeable losses. ECGD policies were in themselves important items in the complex of export financing. At a time when credit based on real resources was in short supply throughout the world and correspondingly in heavy demand, ECGD policies frequently provided that necessary element of confidence without which medium and long-term financing was either impossibly expensive or absolutely non-existent.

'Of course, the Department is careful in its assessment and acceptance of risk,' added the Minister. 'We are acutely conscious that it is the taxpayer's money that is involved. It follows that schemes of what might be called the give-away kind cannot be entertained. It is exceedingly easy in their field to get into a rat race on credit terms – a race which cannot be won by anybody, not even the recipients of the credit. If their abilities to meet their obligations are overstrained they may find that they cannot earn sufficient from their exports to meet these commitments, and the resulting exchange difficulties will oblige them to default and must permanently damage their creditworthiness. These are very hard lessons to learn and to apply for countries that are grasping for development capital. They are very hard lessons for many a British company which sees a potential market overseas – in some cases an established and traditional market – surrounded by a tantalizing gap of finance. Yet we must keep the lesson in mind if we are to avoid lasting damage to our own economy and to the economy of others.'

He said that keeping that lesson in mind and remembering the interest of our taxpayers did not prevent ECGD from being enterprising and imaginative.

The Minister visited factories in Wolverhampton and North Staffordshire on March 25 and 26, and attended a luncheon given by the British Pottery Manufacturers' Federation at Stoke-on-Trent on March 26. This is one of a series of industrial visits which the Minister is making to different areas.

Britain's Prospects of Trade Expansion in World Markets

—The President

SPEAKING AT THE opening of a two-day conference organized by the Westminster Chamber of Commerce and the Federal Trust for Education and Research in London on March 26, Mr. Frederick Erroll, President of the Board of Trade, remarked on the main headings of the conference – prospects in the Common Market, North America, Latin America, the Commonwealth, EFTA and East/West trade. Dealing firstly with the Common Market, the President said this group of countries formed a market of some 170 million people. It was a thriving community of countries which had reached, or were well on the way to reaching, a similar degree of industrialization to our own. For us, therefore, it was a highly competitive market. Nevertheless, it was the market in which our exports had made the greatest headway over the past few years. We had hoped that our entry into the Common Market would have allowed our exports easier access to it, and that easier access into Britain for Common Market goods would have provided an additional stimulus to the efficiency of our industry. Now our exports would continue to face the obstacle of the external tariff, just as our imports from the Community would continue to face the British tariff. But we should not be despondent about our exports to the Common Market. Our trade with Europe was not going to disappear as a result of the breakdown in Brussels. The Common Market countries wanted to trade with us as we wanted to trade with them, and if we worked hard for more outlets to reinforce the success we had had in the past, our exports to the Common Market would continue to expand.

North America

Referring to his recent visit to North America, the President continued: 'In Washington I met President Kennedy's leading trade advisers, Mr. Ball, Mr. Dillon, Mr. Luther Hodges and Mr. Herter, his special adviser for the Kennedy round of tariff negotiations. I know from my talks with my colleagues in the United States Administration that we share common objectives. Both we and the United States have placed the objective of freeing world trade at the centre of our commercial policies for many years. We have together taken part in successive negotiations to reduce tariffs and we have worked for the progressive removal of barriers to world trade. President Kennedy has now won for himself, in his Trade Expansion Act, new and valuable powers to carry these objectives forward. The other important part of our North American market is Canada. Canada has had her economic problems over the past year which have led her to take rigorous measures to cut down the size of her import bill. These measures have hit us, her second largest supplier, more heavily than most. However I am happy to say that, with the improvement in her economic position, Canada has now been able to make a very substantial move to get rid of her temporary import surcharges, and I hope and believe that they will disappear entirely within a very short time.'

Latin America

The Latin American countries he said were recognized to be a difficult market for our exports. The problems the Latin American countries faced were similar to those facing all the less-developed countries. They all suffered from a great need for foreign exchange to assist them in their development and to help raise their standards of living, and there was little hope that these needs could be met by aid alone from the industrialized countries. 'The industrialized countries must, therefore, recognize the need to make room for the exports of our less-developed partners, not only primary products but, increasingly, manufactured goods. Unless these countries have the opportunity to earn as much foreign exchange as possible from their exports, their development programmes will not be able to go ahead. And we must remember that these development programmes bring benefits to our own exports by providing a valuable expanding market for our capital goods and, as personal incomes increase, for our consumer goods,' he added.

The Commonwealth

There was no Commonwealth alternative to the European Common Market in the sense of being able to create a similar trading system between British and Commonwealth countries. This was ruled out by the great variations between the economies of the individual Commonwealth countries and their different stages of development. Nor could we look to any substantial increase in existing preferential arrangements. Commonwealth countries needed to develop their own economies and, like us, to expand their trade with the whole world on a multilateral basis. There was also the growing challenge from other countries' exports to Commonwealth markets, which we had become used to dominating. But it was most important not to let these facts obscure the great opportunities which the Commonwealth still presented.

'It is true', he said, 'that some Commonwealth countries now make for themselves some of the goods which we used to send them. While this reduces the market for some of our exports, on balance, industrialization in these countries should help our trade as a whole by increasing demand for imports of capital goods, semi-manufactures, raw materials, and the more sophisticated consumer goods. We still enjoy substantial preferences in many Commonwealth markets and a great fund of goodwill. Taken together, these countries still absorb one-third of our total exports. Taken individually we see that four of them, Australia, Canada, India and New Zealand are amongst our twelve largest markets. (The other eight include South Africa and the Irish Republic where also we have useful preferences and where conditions for our trade are very similar to those in the Commonwealth.) Other Commonwealth countries are, of course, at an earlier stage of economic development; and the size of the market they offer to us is determined in part by the level of overseas aid. However, the pace of their development should not be under-estimated; and the aid programmes themselves offer excellent opportunities to British exporters. Under our own aid programmes, British exporters can consolidate their positions in these markets and build a springboard for the future; and they can, under international tendering, secure additional business under the aid programmes of financial institutions like the World Bank and the International Development Association. I get a number of complaints about the treatment our exports get in some Commonwealth markets. New Zealand is an example. She has to restrict her imports for balance of payments reasons. I do not wish to minimize the difficulties our exporters face there and we are of course doing what we can to improve the position. Nevertheless in 1962 she was our twelfth biggest market and we sent her goods worth £107 million – over £40 for each New Zealander. Our exports to the United States, our largest market in the world, were over three times as much (£327 million) but that works out at less than £2 a head. These figures may give some idea of the importance to us of our Commonwealth customers'.

EFTA Countries

Continuing, the President said the EFTA countries took over one-eighth of our total exports and, like the EEC they were a rapidly expanding market for our goods. We intended to continue to make EFTA as effective an economic group as possible. At the Ministerial meeting of the EFTA countries which he attended at Geneva in February, we were among the leaders in advocating an acceleration in the elimination of tariffs and quotas. He hoped that we should soon be able to agree with our EFTA partners on a programme which would provide a further incentive to our mutual trade.

East West Trade

'Lastly, I would like to say a little about East/West trade. Our trade with the Soviet Bloc brings benefits to us. They provide a valuable source of raw materials and foodstuffs, and they are a growing market for our manufactured goods, particularly capital equipment. We must however keep this trade in perspective; our exports to the Soviet Bloc represent only about 3 per cent. of our total exports and we cannot expect any development of these exports which would alter our trade pattern generally. We conduct our trade through a series of bilateral agreements. These provide the essential safeguards – both for imports into this country and for export

(Continued at foot of next page)

Mr. David Price Visits West Cumberland

MR. DAVID PRICE, Parliamentary Secretary, Board of Trade, visited West Cumberland on March 21 and 22. On March 21 he saw the Atomic Energy Establishment at Sellafield, visited firms at Cleator and Whitehaven and met representatives of the Cumberland Development Council.

On March 22 he visited several firms in the Workington, Maryport and Wigton areas including the Board of Trade Estates at Salterbeck and Solway. In the evening he met industrialists at a dinner given by the Cumberland County Council.

Mr. David Price (*left*), Parliamentary Secretary, Board of Trade, with Mr. Frank Schon, chairman, Marchon Products Ltd., inspecting the firm's harbour installations for unloading phosphate from North Africa at Whitehaven. Mr. Price visited the West Cumberland industrial area as the guest of the Cumberland Development Council.

President's Speech (*Continued*)

opportunities for our manufacturers – which are essential in dealing with Communist state trading countries. If we are to succeed in these export markets, we must maintain our economic strength and encourage the growth of international trade. The breakdown in Brussels makes it even more necessary for us to work hard for the liberalization and expansion of world trade, and we are seeking to achieve this objective wherever we can. One of the most significant developments at the moment is the negotiation downwards of tariffs and other barriers to trade. President Kennedy has lent his name to the proposal for a further round of negotiations in the GATT for substantial tariff cuts. The Kennedy round offers us a major opportunity to overcome many of the problems facing our exports which I have mentioned and we intend to give it our full support. But the Kennedy round is not all. I have already mentioned what we are trying to do with our EFTA partners. In May, were are having a meeting of Ministers from the Commonwealth at which we shall discuss problems of mutual interest for our exports, and we will exchange views on the meeting of GATT Ministers to be held in Geneva later that month. The GATT meeting, which I plan to attend myself, is intended to launch the Kennedy round and to discuss trade problems of the agricultural producers and of the less-developed countries. A good Ministerial meeting will make significant progress to freer world trade and we will do all we can to make this a success.'

Greater Effort by Britain Now Needed in Europe

THE ELECTRICAL industry had built up a large number of contacts in Europe, and it had given much thought and expended considerable energy to erect in Europe an organization which would have operated when we became a member of the European Economic Community. 'I hope, with the breakdown of the Brussels negotiations, you will not regard this as in any way wasted, but that you will regard it as even more necessary than before.' This was said by Mr. Edward Heath, Lord Privy Seal, when he addressed the annual Council luncheon of the British Electrical and Allied Manufacturers' Association in London on March 21.

Mr. Heath said that the industry had already made considerable effort, but the efforts they now made to deal with the future of Europe would be even greater, and perhaps in some cases no longer alone but in co-operation with others.

'Through your organization you will maintain all these contacts which can be so useful from the point of view of standards, exchange of information, consultation about technical processes, and many other ways. Your industry is to be congratulated on the immense attention which you give to research and development', he added.

Sir Harold Mullens, President of the BEAMA, who welcomed Mr. Heath, expressed the admiration of the electrical industry for the way in which Mr. Heath had built up a fund of goodwill for our country throughout Western Europe. The BEAMA and its members, said Sir Harold, could help in this by keeping alive the friendly contacts which had been established with their opposite numbers.

'Without Britain the Common Market may be introspective', he said, 'but with Britain's influence as a member stimulating an outward look, it could play a most important part in increasing world financial liquidity and so help to open up new and rewarding markets, especially in the less advanced countries.'

Agricultural Machinery to be Board of Trade Responsibility

PRODUCTION RESPONSIBILITY for agricultural machinery and equipment is being transferred from the Ministry of Agriculture, Fisheries and Food to the Board of Trade with effect from April 1, 1963.

Scottish Tweed Exports Achievement

EXPORTS OF SCOTTISH tweed increased by 8½ per cent. last year to their highest level since 1959, the National Association of Scottish Woollen Manufacturers were told at their annual meeting in Edinburgh on March 21. The report of the Council of the Association states: 'The industry can be especially proud of this achievement because the cloth exports of the whole British wool textile industry, including the Scottish section, fell by 2½ per cent.'

Estimated exports of cloth amounted to 8,836,000 sq. yards, valued at £7,765,000. If the value of Scottish-spun yarns is included the total overseas earnings of the industry exceeded £9,000,000. Dealing with the present year's trading, Mr. W. Dickson Smith, president of the Association, told members: 'There is a better feeling now and prospects are certainly brighter than they have been for some time.'

Newspaper Press Directory

An analysis of publications in the United Kingdom is given in the 1963 edition of The Newspaper Press Directory, now published. The volume reveals that there are 147 daily and Sunday newspapers, 1,290 weekly newspapers, 4,660 periodicals of all types, and 1,049 directories and other annuals. The recommendations contained in the Press Commission's Report are discussed in a special article in the foreword of the Directory, which also contains a review of the outstanding events in the Press world during 1962. Copies: Benn Brothers Ltd., Bouverie House, 154 Fleet Street, London, E.C.4. Price 70s. By post 75s.

Textile Industry in Lancashire

The 1963 edition of the 'Lancashire Textile Industry' has been published. Copies: John Worrall Ltd., Central Works, Oldham, Lancs. Price 32s. 6d. (including postage).

North Midland Regional Board for Industry's New Chairman

MR. REGINALD MAUDLING, Chancellor of the Exchequer, has appointed Mr. G. E. Dearing to be Chairman of the North Midland Regional Board for Industry in succession to Mr. S. F. Peshall. Mr. Peshall was chairman of the Board from November 9, 1945, until his retirement on February 2. Mr. Dearing is General Secretary of the National Union of Hosiery Workers.

He has been a member of the North Midland Regional Board for Industry since April 1948, and Vice-Chairman since July 1951, and is also Vice-Chairman of the Leicester District Advisory Committee.

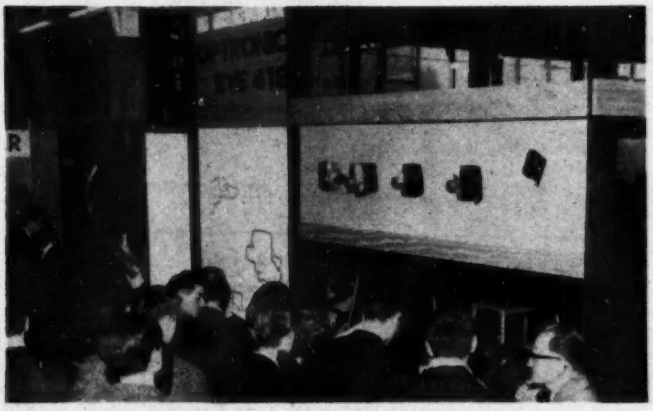
CONSUMER COUNCIL CHAIRMAN APPOINTED

The text of a Parliamentary answer by the President announcing the appointment of a chairman of the New Consumer Council and its terms of reference is given on page 711

Netherlands Machine Tool Mission Invited to U.K.

THE MACHINE Tool Trades Association with the co-operation of the Export Council for Europe and the British Embassy at the Hague, has invited a Mission comprising representatives of 14 Dutch companies covering the shipbuilding, mechanical electrical engineering industries to visit the United Kingdom from March 31 to April 6.

BRITISH PHOTOGRAPHIC EQUIPMENT ON SHOW



Crowds at the Rank-Bell and Howell stand at the recent Photokina International Exhibition in Cologne, Germany.

Performing Right Tribunal

The Reference of the CEA: Short Particulars of Decision

THE PERFORMING Right Tribunal publishes the following short particulars of the decision in a dispute with the Performing Right Society referred to it by the Cinematograph Exhibitors' Association of Great Britain and Ireland ('the CEA' for short).

On February 19, 1962, the Performing Right Society published a Licence Scheme to cover the performance of copyright music at what were known as Bingo sessions (and similar meetings) held at cinemas, ballrooms, and certain specified types of club.

The charges provided by the scheme were calculated on the basis of a total period of not more than half-an-hour, which could be distributed, if so desired, over short periods respectively before the opening of the games, during short interludes between games or sessions and during the dispersal of the audience. The rate was laid down as 9d. per 100 seats (or part of 100) of the full seating capacity of the premises made available to players or spectators during each period covered by a single admission charge. It was left to the proprietor of the relative premises to determine the seating capacity to be made available there for the purposes in question.

The CEA numbers amongst its member many proprietors of cinemas who have embarked, either in addition to or in substitution for their normal enterprise of showing films, upon the promotion of their premises of clubs for the playing of Bingo under conditions authorized in law by the Betting and Gaming Act, 1960. Those members included a considerable number who regarded the charges laid down in the Licence Scheme as unfair and excessive. On their behalf, the CEA, after having sought without success to negotiate more favourable terms with the Performing Right Society, appealed to the Tribunal.

After having had the matter fully argued before it, the Tribunal arrived at the conclusion that the charges made by the Performing Right Society were justified.

The scheme was nevertheless varied in two minor and non-controversial respects. The first respect was the clarification, in accordance with a re-definition proposed and agreed upon by both parties, of the word 'session', which as originally used, had been ambiguous and confusing. The other respect was the elimination from the scheme of a somewhat complicated tariff which had been provided to cover occasions on which further entertainment was provided for the audiences. It was generally agreed that that tariff was not only impracticable to enforce, but also duplicated and conflicted with other existing tariffs.

Subject to this, the Tribunal confirmed the Licence Scheme as from March 18, 1963. A copy of the Decision may be inspected at the offices of the Tribunal, 24 Kingsway (6th Floor), London, W.C.2, during office hours (*9.30 a.m.-4 p.m.*).

NOTICE TO JOURNAL READERS AND ADVERTISERS

The *Board of Trade Journal* is published weekly by H.M. Stationery Office, price 1s. 3d. (Annual Subscription £3 19s. 0d. including inland or surface but not air postage) and is obtainable directly from the following addresses: York House, Kingsway, London, W.C.2; 423 Oxford Street, London, W.1; 13A Castle Street, Edinburgh, 2; 39 King Street, Manchester; 35 Smallbrook, Ringway, Birmingham, 5; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol, 1; 80 Chichester Street, Belfast; or through any bookseller.

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Editorial Communications should be addressed to the Editor, *Board of Trade Journal*, Room 2410, Board of Trade, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855, Ext. 2192). Address for telegrams and cables 'Boneblack, London.'

The views expressed in contributions to the Journal emanating from other than official sources are not essentially those of H.M. Government.

Advertisements. Inquiries from the London Postal Area concerning the insertion of advertisements should be addressed to H.M. Stationery Office, Room D.84, Atlantic House, Holborn Viaduct, London, E.C.1. (City 9876, Ext. 147). Inquiries from other parts of the United Kingdom should be addressed to Cowlishaw and Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon St., London, E.C.4. (Tel. City 3718).

The Government accepts no responsibility for any of the statements in the advertisements and the inclusion of any particular advertisement is no guarantee that the goods or the service advertised herein have official approval.

Reprints of Articles. Reprints from the *Board of Trade Journal*, which should be ordered within one week of publication, cost £3 0s. 0d. per page (or part) for 250 copies. (Larger quantities 5s. 0d. per page for each additional 125 copies.)

Orders and remittances for reprints should be addressed to the Director of Publications (P.2), H.M. Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1. Cheques should be made payable to H.M. Paymaster-General.

Applications for Temporary Exemption from Import Duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand. Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed. Letters, giving the respective reference shown below, should be addressed to Tariff and Import Policy Division, Board of Trade, Horse Guards Avenue, London, S.W.1, preferably through a Trade Association, and should be received by April 12.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.02	*m*-Chlorotoluene	m-Chloro Toluene	December 31, 1963	1303
29.06	3:4-Dihydroxydiphenyl	4-Phenyl Catechol	December 31, 1963	6146
29.11	α-*n*-Hexylcinnamaldehyde	a-n-Hexylcinnamaldehyde	December 31, 1963	6134
29.16	Potassium sodium tartrate	Rochelle Salt (potassium sodium tartrate).	December 31, 1963	6139
29.23	1-*o*-Chlorophenyl-2-*iso*-propylamino-ethanol hydrochloride.	Isoprophenamine Hydrochloride	December 31, 1963	6131
29.35	2-*n*-Butylaminomethyl-8-ethoxy-benzo-1:4-dioxan hydrochloride.	Ethoxomane hydrochloride	December 31, 1963	6110
69.10	Combined water-closet pans and flushing cisterns, designed also to operate as bidets and equipped with electrically operated washing and drying devices.	Clos o mat	December 31, 1963	7113
81.04	Germanium wafers, not less than £3 each in value, of which no dimension exceeds 3 centimetres and the thickness does not exceed 0·5 millimetres.	Germanium epitaxial wafers.	December 31, 1963	4099

Application for Renewal of Existing Drawback Scheme on Some Tracing Papers

THE BOARD OF TRADE give notice that they are considering an application for the continuance after August 31 of drawback facilities for the following imported material when used in making the exported goods described.

Imported Goods

Natural tracing paper, coated with cellulose acetate and –

(a) weighing more than 120 but not more than 135 grammes per square metre;

(b) on which the duty paid amounted to not less than 3d. per square metre.

Exported Goods

Dyeline natural tracing paper, sensitized but unexposed.

Any interested party wishing to support or oppose this application should do so in writing to the Board of Trade, Horse Guards Avenue, London, S.W.1, by April 19, 1963.

Removal of Duty Application on Locust Bean Kernels

THE BOARD OF TRADE give notice that they are considering an application for removal of the import duty on locust bean kernels.

A statement of the applicant's case will be made available to interested parties who wish to make representations in the matter, if they are prepared to give an undertaking to treat the information contained therein as strictly confidential and to allow their comments to be passed to the applicants for reply. Requests for the statements of case, together with an undertaking in the terms set out above, should be addressed in writing to the Tariff and Import Policy Division, Board of Trade, Horse Guards Avenue, London, S.W.1, not later than April 18.

New Companies Registered During February

DETAILS OF new companies registered in Great Britain during February 1963 showing nominal capital are given below. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal Capital	Public Companies	Private Companies	Total
Under £1,000		2,148	2,148
£1,000 and under £10,000	3	917	920
£10,000 and under £50,000		155	155
£50,000 and under £100,000	1	16	17
£100,000 and under £1,000,000	1	9	10
£1,000,000 and above	—	—	—
Total number	5	3,245	3,250
Total amount of Nominal Capital	'000's £172	'000's £6,594	'000's £6,766

Companies Registered in Great Britain in 1962-1963

	1962		1963	
	Number	Nominal Capital £'000's	Number	Nominal Capital £'000's
January	2,354	15,038	3,178	8,336
February	2,530	7,667	3,250	6,766
March	3,552	10,032		
April	2,697	6,924		
May	3,165	8,572		
June	2,731	36,710		
July	2,954	6,989		
August	2,806	8,625		
September	2,538	15,806		
October	2,909	6,409		
November	3,252	7,092		
December	2,903	12,864		
Total	34,391	142,710		

Payment of Company Registration Fees

THE TREASURY have now made an Order requiring Company Registration Fees to be paid in money only, and withdrawing as from March 31 the arrangements whereby these fees could be paid by means of impressed or adhesive stamps purchased from the Inland Revenue, either direct or through Post Offices. The Order comes into operation on April 1 and has been published as S.I. 1963 No. 552. Copies are obtainable from H.M. Stationery Office, Kingsway, London, W.C.2 and branches, price 3d., by post 6d.

Remittances in payment of Inland Revenue stamp duties in connection with new company registrations or, in England and Wales only, increases in nominal capital (10s. each on the memorandum and articles, and in *ad valorem* duty on share capital) may be sent to the Registrar of Companies, who will arrange for the documents to be stamped by the Inland Revenue. Registrants may, however, find that they can save time if they themselves get the documents stamped by the Inland Revenue before submitting them for registration. As from March 31, the only forms obtainable at Inland Revenue Offices will be those on which the *ad valorem* stamp duty (Companies' Capital Duty) is impressed.

Statistics on Incomes, Prices, Employment and Production

The fourth issue of the bulletin of Statistics on Incomes, Prices, Employment and Production published by the Ministry of Labour brings up to date information contained in the previous editions. Copies: H.M. Stationery Office, Price 12s. 6d.

NATO Infrastructure Contracts Offer Trade Opportunities

INDUSTRY is reminded that works arising in connection with the NATO Infrastructure programme can provide British firms with opportunities for business. 'Infrastructure' is a term of French origin used to describe fixed and permanent military works and installations such as airfields, oil storage and distribution facilities and telecommunications required for the common use of NATO forces in the defence of the NATO area. The programme is financed by agreed contributions from NATO countries and is advanced by a series of annual instalments, or 'Slices' as they are known.

Security considerations restrict the amount of information which can be published in advance but the following figures indicate the scope of some of the work likely to be undertaken in the United Kingdom and in other NATO countries, in the next few years as a result of the 14th Slice:

Airfields	£6 million
Naval bases	£700,000
Oil installation	£2 million
Telecommunications, radio navigational aids, etc.	£9½ million
Radar installation, etc.	£28 million

In addition there are substantial programmes for other works of which no details can be given.

Apart from the 14th Slice, there are still important contracts to be let for infrastructure work programmed under earlier slices.

The nation in whose territory the work is to be carried out is responsible for that work and is referred to as the 'host country'.

Tenders for NATO Infrastructure work are normally put out to international competitive bidding and shortly before tenders are invited the host country gives notice of its intention to the Embassies of the other NATO countries. The British Embassy in the host country sends this information immediately to the Board of Trade who arrange for it to be published in the *Export Service Bulletin*. Each notice includes all available details of the work to be done, the date by which and address to which interest must be expressed, and various information about procedures to be followed by interested contractors.

Calls for tender for NATO contracts in the United Kingdom are published in the national Press and appropriate trade publications by the Government Department, e.g. the Air Ministry, Admiralty, etc., responsible for their issue. Information about such contracts may also become available through trade associations.

It is not normally possible to give detailed advanced information about individual projects before the publication of the Bulletin notice referred to but general inquiries about NATO Infrastructure tenders may be made to General Division, Room 5375, Board of Trade, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855, Ext. 2010).

British Film Fund Agency

THE BRITISH Film Fund Agency has published the following information for the four weeks ended February 23, 1963:

Distributors' earnings submitted:		
High cost films	£554,641	
Low cost films:		
Eligible (after multiplying by 2½)	£78,381	
Not eligible for 2½ times rental	£6,113	
		£639,135
Films of less than 3,000 feet (after multiplying by 2½)		£61,524
		£700,659
Levy collections paid to Agency by H.M. Customs and Excise to February 28, 1963, approximately covering entertainments to February 23, 1963		£300,300

The fourth interim allocation for the sixth distribution period will be at the rate of 42 per cent.

Britain Earned £320 million from Overseas Visitors in 1962

In 1962 tourism maintained its position as Britain's fourth largest export industry and biggest single American dollar-earner, reports the British Travel and Holidays Association, Britain's official tourist organization. The Association estimates provisionally that 1,955,500 overseas visitors during the year spent approximately £320 million in overseas currency inside Britain and on fares paid to British carriers.

Of the total tourist earnings, about £85 million was in U.S. dollars. This was about £30 million more than the combined dollar income from the export of road vehicles and aircraft, £35 million more than machinery and £42 million more than whisky.

Visitors from the United States in 1962 totalled 454,700 – a rise of seven per cent. – and arrivals from Europe increased by the same percentage to 923,400. British Commonwealth visitors are estimated to have numbered 460,600, compared with 425,000 in 1961.

After the United States, Britain's largest single national contingent of overseas visitors during the year came from France (241,130 – an increase of ten per cent.). Next came Germany (193,180 – an increase of seven per cent.) and Holland (111,330 – an increase of six per cent.).

Increased numbers of visitors also came from Belgium (80,600), Italy (59,200), Sweden (51,080), Switzerland (44,070) and Denmark (29,500). There were 30,000 visitors from Central and South American countries in 1962 – an increase of four per cent.

Scandinavians Spend £5 million a Year in Britain

THE 100,000 SCANDINAVIANS who visited Britain in 1962 spent £5 million in the country, report the British Travel and Holidays Association, in their published results of a special sample survey into this section of the country's tourist traffic. Nearly half of the £5 million went on accommodation, meals and drinks, and almost a third on shopping. The rest was divided between theatre and entertainment, transport and other holiday and travel services within Britain.

Thirty-seven per cent. of the visitors came to Britain on 'pleasure-only' trips; 14 per cent. combined pleasure trips with a visit to friends; 10 per cent. were on personal visits only; 26 per cent. on business trips; and the remainder combined business with pleasure and a visit to friends. Twenty-nine per cent. of visitors were students and 42 per cent. were 24 years old and under. Businessmen and students comprised the two main groups. The survey showed that Scandinavian visitors spend an average of six weeks in Britain – longer, that is, than most other European travellers. Of those questioned, nearly half were on their first visit to Britain and, of the remainder, well over a third had made three or more visits to the country.

When they left Britain at the end of their trip, visitors were asked where they had stayed. Seventy-one per cent. named London, nine per cent. Edinburgh, six per cent. Brighton, five per cent. Cambridge, five per cent. Oxford, four per cent. Bournemouth, three per cent. Newcastle, two per cent. Glasgow, and two per cent. Torquay. First-time visitors were asked if Britain had lived up to their expectations. The great majority said that the country was better than they had anticipated and – asked why – replied that the British people were kinder and more friendly than they had been led to believe. When visitors leaving Britain were asked to rate the country as a holiday place, the great majority listed Britain second to their own land among holiday countries in Europe.

Principles of Structural Metallurgy

An important feature of 'Principles of Structural Metallurgy', now published, is the collection of forty-eight photomicrographs of the structures which the student is most likely to be called upon to identify in his examinations. Copies: Iliffe Books Ltd., Dorset House, London, S.E.1. Price 32s. 6d. By post 33s. 4d.

The Economy—Selected Indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1957 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1957	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £ m.	20,029	—	16,029	15,271	15,271	7,637	3,493	922	699	591	1,205				
1958	100	100	100	100	100	101	100	100	100	100	100	+ 99	+ 36	+14	+16
1959	103	105	106	105	104	105	108	94	114	113	109	+173	+ 73	+15	+48
1960	108	112	114	110	108	108	118	110	124	129	114	+590	+520	+48	+35
1961	111	114	121	115	110	111	128	130	132	136	122	+292	+230	+36	+ 5
1962	111	115	126	120	112	111	126	114•	123•	139	127	+ 99	+ 55•	—10•	+39•
1961															
3rd Quarter	112	115	122	116	110	111	133	135	139	139	126	+ 29	+ 53	— 8	—34
4th Quarter	111	113	125	116	110	111	127	130	128	139	118	+ 54	+ 64	— 1	—11
1962															
1st Quarter	109	113	124	117	110	111	123	122	118	135	127	— 19	— 32	—16	+32
2nd Quarter	112	116	125	121	112	110	128	120	129	141	127	+ 39	+ 32	—10	—12
3rd Quarter	111	117	126	121	112	112	127	111	131	146	126	+ 66	+ 34	+20	Nil
4th Quarter	110	114	128	122	113	112	122	104•	113•	134	129	+ 13	+ 21 •	— 4•	+19•
1962															
July	..	116	..	..	..	110	..	..	..	..	..	..	..	..	..
August	..	117	..	..	..	113	..	..	..	..	..	..	..	..	..
September	..	117	..	..	..	113	..	..	..	..	..	..	..	..	..
October	..	115	..	..	..	111	..	..	..	..	..	..	..	..	..
November	..	115	..	..	..	113	..	..	..	..	..	..	..	..	..
December	..	111	..	..	..	112	..	..	..	..	..	..	..	..	..
1963															
January	..	105•	..	..	..	112	..	..	..	..	..	..	..	..	..

	ORDERS		PRICES AND COSTS					LABOUR						IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand†	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school-leavers			Unfilled vacancies for adults					
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average†	Change from previous period†	Normal seasonal change	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices															
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January, 1963)		1954	1954	Jan. 31, 1956	series shown in thousands						1958	1958	series shown in £ million
Value in base year, £ m.	..	..	—		—	—	—							3,748	3,176	
1958	100	..	109·0	+3·0	102·8	113·4	114·3	402	+113	..	136	—49	..	100	100	+329
1959	101	135	109·6	+0·6	103·4	114·3	117·4	433	+ 31	..	157	+21	..	106	105	+114
1960	117	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—308
1961	120	104	114·5	+3·4	104·4	119·1	130·3	305	— 32	..	213	+ 1	..	117	116	— 72
1962	114•	100•	119·3	+4·2	103·0•	120·6•	136·2	419	+114	..	149	—64	..	120	119	+ 67
1961																
3rd Quarter	124	107	115·3	+4·2	104·6	119·4	130·7	262	— 20	—34	236	— 5	+ 7	115	117	+ 12
4th Quarter	120	104	116·6	+4·3	103·4	119·6	132·3	339	+ 77	+49	175	—61	—32	115	115	— 1
1962																
1st Quarter	121	98	117·7	+4·7	104·0	120·2	133·7	408	+ 69	+42	150	—25	— 7	117	116	+ 19
2nd Quarter	120	99	120·2	+5·6	103·3	120·3	135·6	387	— 21	—57	172	+22	+32	120	121	+ 31
3rd Quarter	119	92	119·7	+3·8	102·2	120·8	137·3	390	+ 3	—34	156	—16	+ 7	123	121	— 19
4th Quarter	114•	100•	119·6	+2·6	102·5•	121·1•	138·3	491	+101	+49	120	—36	—32	120	120	+ 36
1963																
1st Quarter								627•	+136•	—58	113•	—7•	+33			
1962																
July	119	95	120·4	+5·1	102·6	120·6	137·0	371	+ 3	—15	167	—12	+ 4	126	123	..
August	119	93	119·4	+3·2	102·0	120·8	137·3	392	+ 21	+ 9	154	—13	— 8	124	117	..
September	119	92	119·3	+3·3	101·9	121·1	137·5	407	+ 15	+13	147	— 7	— 8	120	123	..
October	118•	98•	119·1	+2·9	102·1	121·1	137·6	456	+ 49	+26	131	—16	—11	124	127	..
November	116•	101•	119·6	+2·3	102·6	121·1	138·5	497	+ 41	+18	118	—13	—14	118	115	..
December	114•	100•	120·2	+2·6	102·9•	121·0•	138·8	520	+ 23	— 1	110	— 8	—12	117	119	..
1963																
January	115•	100•	120·7	+2·7	103·6•	121·0•	139·1	605	+ 85	+41	108	— 2	— 1	116	117	..
February			121·7	+3·5	103·6•	121·0•	139·4	647	+ 42	+ 2	110	+ 2	+ 6	122	121	..
March								628•	— 19•	—19	122•	+12•	+10			..

† NOT seasonally adjusted. • Provisional.

In the APRIL issue : Special Supplement on the United Nations Conference on the application of SCIENCE AND TECHNOLOGY for the benefit of the less developed areas.

FAR EAST TRADE

The N.E.D.C. and Britain —

COMMONWEALTH DIGEST

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Index of Industrial Production in January

THE PROVISIONAL index of production for January, 1963, prepared by the Central Statistical Office, is 105 (seasonally adjusted). The figures of production now becoming available show the influence of the exceptionally severe weather over the winter months. The provisional figures for January show a very sharp drop, and the index for all industries for December has been revised downwards by four points. The most important element in the revision to the December index, and in the fall in the index for January, has been a reduction in construction which is now known to have been considerable in December, and is thought to have gone a good deal further in January. In most other industries production fell between December and January.

The average index numbers for the latest three months and the previous three months at the foot of the table give a general guide to the changes which have taken place in the output of the major industry groups in recent months. Several of the figures here and elsewhere in the table have been revised as later information has become available.

Average 1958 = 100

	Total all industries	Mining and quarrying	Manufacturing industries											
			Total all manufacturing industries	Food, drink and tobacco			Chemicals and allied industries			Engineering and allied industries				
				Total	Food	Drink and tobacco	Total	Coke ovens, oil refineries, etc.	General chemicals etc.	Total	Engineering and electrical goods	Shipbuilding and marine engineering	Vehicles	Metal goods, n.e.s.
Weights	1,000	72	748	86	55	31	68	9	59	310	167	22	79	42
1959	105·2	97	106·0	104	102	107	111	107	111	105	105	94	109	100
1960	112·5	94	114·6	107	104	112	122	117	123	112	114	85	118	112
1961	113·9	93	114·9	110	107	116	124	122	125	113	121	86	109	105
1962	115·0	95	115·2	112	110	116	129	120	130	115	123	87	111	101
Unadjusted:														
1961 3rd Quarter	108	83	108	108	104	116	118	121	118	106	115	84	100	95
4th Quarter	116	98	116	113	111	117	125	123	125	116	128	87	105	102
1962 1st Quarter	116	99	116	108	108	107	129	119	131	117	124	88	117	102
2nd Quarter	117	97	118	116	112	124	130	118	132	118	125	89	117	103
3rd Quarter	110	86	110	110	108	113	126	121	126	108	117	85	101	97
4th Quarter	117	99	118	115	113	119	131	122	133	116	127	84	109	102
1962 November	121	103	122	120	117	126	135	119	137	119	129	84	113	109
December	110	93	110	109	107	112	126	126	126	112	125	84	104	91
1963 January (prov.)	105	89	108			97				107	112	83	106	100
Seasonally adjusted:														
1961 3rd Quarter	115	93	116	111	108	116	124	123	124	115	124	85	110	104
4th Quarter	113	93	113	110	108	115	125	122	125	112	122	87	106	100
1962 1st Quarter	113	94	113	112	109	116	125	117	127	113	121	87	111	98
2nd Quarter	116	95	116	112	110	116	128	118	130	116	126	89	112	101
3rd Quarter	117	97	117	112	112	113	131	122	133	117	126	87	111	106
4th Quarter	114	95	114	113	110	117	131	122	133	112	120	84	110	100
1962 November	115	95	115	114	110	121	131	119	133	114	122	84	111	101
December	111	93	113	112	110	115	133	125	134	110	118	83	109	98
1963 January (prov.)	105	87	109			118				108	117	82	103	95
Aug.-Oct. (av.)	117	96	117	112*	112*	116	131*	122*	133*	116	125	86	111	103
Nov.-Jan. (av.) (prov.)	110	92	113	113*	110*	118	131*	122*	133*	110	119	83	108	98

	Manufacturing industries (continued)												Construction	Gas, electricity and water
	Metal manufacture			Textiles, leather and clothing				Bricks, pottery, glass, etc.			Timber, furniture, etc.	Paper, printing and publishing	Other manufacturing industries	
	Total	Ferrous	Non-ferrous	Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Total	Bricks, cement, etc.	Pottery and glass				
Weights	68	55	13	92	58	4	30	28	17	11	20	55	22	126	54
1959	104	104	107	107	106	103	111	107	108	106	112	107	108	106	103
1960	122	121	123	113	110	102	120	119	120	116	114	119	120	111	110
1961	114	114	116	111	107	102	122	124	130	115	116	120	116	120	116
1962	108	107	114	108	104	97	118	125	128	121	111	122	118	121	125
Unadjusted:															
1961 3rd Quarter	104	103	108	106	100	95	121	121	129	109	115	109	111	122	96
4th Quarter	111	110	117	113	110	104	119	125	129	119	120	121	117	120	131
1962 1st Quarter	111	110	115	112	106	102	125	122	123	120	104	122	115	118	145
2nd Quarter	112	111	116	106	103	97	113	131	134	126	113	126	122	123	113
3rd Quarter	101	100	107	104	98	89	118	123	128	115	113	113	115	124	102
4th Quarter	109	107	117	112	111	99	117	125	127	122	114	128	121	117	139
1962 November	114	112	122	117	117	102	119	132	133	131	122	134	122		142
December	101	99	108	101	103	93	99	110	111	109	94	116	114		153
1963 January (prov.)		101		102	102		101					123			176
Seasonally adjusted:															
1961 3rd Quarter	113	112	117	114	108	104	127	125	131	116	116	119	117	123	115
4th Quarter	109	108	114	109	103	101	120	123	129	114	113	117	114	120	120
1962 1st Quarter	108	107	111	107	103	97	117	123	125	119	109	116	114	119	126
2nd Quarter	109	108	114	108	105	97	114	128	129	126	113	125	120	123	124
3rd Quarter	110	109	117	111	105	97	123	127	131	122	114	124	122	125	122
4th Quarter	107	105	114	109	105	96	118	123	128	117	107	124	117	116	127
1962 November	109	107	114	107	104	94	116	126	130	120	108	124	116		128
December	106	104	113	111	108	96	118	119	123	113	101	123	121		131
1963 January (prov.)		100		102	101		105					117			145
Aug.-Oct. (av.)	110*	108	117*	111	105	97*	123	127*	131*	122*	114*	124	122*	125*	122
Nov.-Jan. (av.) (prov.)	107*	104	114*	107	104	96*	113	123*	128*	117*	107*	121	117*	116*	135

* Latest available three months (October-December) and previous three months (July-September).

Statistical Inquiry into Assets of Superannuation and Pension Funds

A NOTE in the *Board of Trade Journal* of September 14, 1962, mentioned that superannuation and pension funds were to be asked to provide statistics of their purchases and sales of financial assets during the fourth quarter of 1962 and that the Board of Trade was also planning to ask funds once a year about their holdings of assets.

The Board is now sending a questionnaire to funds asking for information about their holding of assets at December 31, 1962, or, if a fund finds it more convenient, at its last balance sheet date.

The first quarterly inquiry is meeting with a good response and more returns are still coming in. Statistics about holdings of assets will help to interpret the movements shown in the quarterly returns.

Index of Retail Prices for February

AT FEBRUARY 12, 1963, the official index figure which measures changes in the average level of retail prices compared with the level at January 16, 1962 (taken as 100), was 103·6, compared with 102·7 at January 15. The rise in the index during the month was due mainly to increases in the average prices of fresh vegetables and eggs. (*Ministry of Labour announcement.*)

Business Monitor: Production Series

THE FOLLOWING titles and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from H.M. Stationery Office, P.O. Box 569, London, S.E.1:

Monthly at £1 a year, post free:

Rubber for December 1962.
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Synthetic Resins and Plastics Materials for October-December 1962.

Production of Man-made Fibres

PRODUCTION of man-made fibres in February was 16 per cent. more than in February 1962. Within this total output of continuous filament yarn was 8 per cent. more and output of staple fibre 24 per cent. more.

Production
(Million lb. 'delivered weight' basis)

	Continuous Filament Yarn (Singles)	Staple Fibre	Total
1959 (quarterly average)	58·9	69·8	128·7
1960 (quarterly average)	67·2	80·8	148·0
1961 (quarterly average)	65·5	76·4	141·9
1962 (quarterly average)	72·7	84·1	156·8
961 1st Quarter	67·5	71·6	139·1
2nd Quarter	65·8	72·0	137·8
3rd Quarter	60·7	77·4	138·1
4th Quarter	67·9	84·7	152·6
1962 1st Quarter	67·8	78·9	146·7
2nd Quarter	73·4	83·6	157·1
3rd Quarter	71·0	79·1	150·1
4th Quarter	78·7	94·7	173·3
1961 December	22·2	25·6	47·8
1962 January	23·1	27·1	50·2
February	21·9	24·4	46·3
1962 December	26·2	32·3	58·4
1963 January	26·0	31·8	57·7
February	23·7	30·1	53·8

Financial Incentives

In this new book, 'Financial Incentives', an exposition of the principles of financial incentive schemes based on work measurement, the atmosphere necessary to their success, and their detailed operation is given. Copies: Publications Sales Department, BIM, 80 Fetter Lane, London, E.C.4. Price 21s. By post 22s. (17s. 6d. to BIM members and subscribers).

Production of Cars and Commercial Road Vehicles in February

THE FOLLOWING table shows figures of production of road vehicles for periods up to and including February 1963, and exports of these goods as recorded in the Trade and Navigation Accounts. Both groups of figures cover complete vehicles (including unassembled vehicles for export) and chassis with engines for delivery as such.

PRODUCTION

Number

	No. of weeks	Passenger Cars (including Taxis)		Commercial Road Vehicles			
				Goods		Omnibuses, Coaches and Trolleybuses	
		Total	Weekly Average	Total	Weekly Average	Total	Weekly Average
1959	52	1,189,943	22,884	353,105	6,790	17,379	334
1960	52	1,352,728	26,014	438,924	8,441	19,048	366
1961	52	1,003,967	19,307	443,117	8,521	17,050	328
1962	52	1,249,426	24,027	408,514	7,856	16,590	319
1961 1st Quarter	13	218,003	16,769	119,745	9,211	4,895	377
2nd Quarter	13	283,666	21,820	120,087	9,237	4,423	340
3rd Quarter	13	245,217	18,863	99,849	7,681	3,766	290
4th Quarter	13	257,081	19,775	103,436	7,957	3,966	305
1962 1st Quarter	13	327,407	25,185	107,682	8,283	4,269	328
2nd Quarter	13	331,820	25,525	101,671	7,821	3,862	297
3rd Quarter	13	289,060	22,235	92,818	7,140	3,941	303
4th Quarter	13	301,139	23,165	106,343	8,180	4,518	348
1961 December	5	99,888	19,978	36,092	7,218	1,443	289
1962 January	4	94,011	23,503	32,190	8,048	1,201	300
February	4	102,518	25,630	33,541	8,385	1,309	327
1962 December	5	112,747	22,549	37,904	7,581	1,693	339
1963 January	4	105,213	26,303	29,460	7,365	1,457	364
February	4	121,872	30,468	30,401	7,600	1,772	443

EXPORTS

Number

	Passenger Cars (including Taxis)	Commercial Road Vehicles	
		Goods	Omnibuses, Coaches and Trolleybuses
1959	568,971	122,569	4,858
1960	569,889	139,134	6,391
1961	370,744	160,046	6,913
1962	544,792	140,728	7,413
1961 1st Quarter	85,219	48,357	1,976
2nd Quarter	93,672	41,231	1,695
3rd Quarter	87,464	35,846	1,464
4th Quarter	104,389	34,611	1,778
19o2 1st Quarter	141,762	36,236	2,011
2nd Quarter	146,500	38,205	2,008
3rd Quarter	130,262	32,004	1,636
4th Quarter	126,268	34,283	1,758
1961 December	38,203	11,021	574
1962 January	49,705	12,469	695
February	45,789	10,382	608
1962 December	38,117	10,382	602
1963 January	44,456	11,044	603
February	49,980	11,737	641

Note: There are certain differences of timing and coverage between the production and export figures, e.g. the export figures include battery-operated road vehicles throughout and from January 1963 road tractors, while the production figures exclude the battery-operated road vehicles and include road tractors. Station wagons and estate cars are included with passenger cars throughout. The quarterly export figures include amendments not made to monthly figures.

British Plastics Year Book 1963

The 1963 edition of the 'British Plastics Year Book' is divided into eleven sections. Three are devoted to classified lists of manufacturers and suppliers of materials, finished products and equipment; while a fourth section lists companies giving basic services from moulding and extruding to welding and metallizing. Copies: Iliffe Books Ltd., Dorset House, London, S.E.1. Price 50s. By post 52s. 6d.

Orders, Deliveries, Production and Exports in the Engineering Industries

THE FIRST ESTIMATES for January indicate that the volume of net new orders received by industries producing engineering and electrical goods (Order VI of the Standard Industrial Classification) and locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors (part of Order VIII of the Standard Industrial Classification) was 6 per cent. greater than in January, 1962. New home orders in January were one tenth higher than in the previous year. There are marked erratic movements in this series and net new home orders over the period October to January were 1 per cent. lower than a year earlier. Taking account of revised figures for the last quarter of 1962 home deliveries during the period October to January were 5 per cent. lower than a year earlier. Home order books at the end of January were 4 per cent. lower than in January, 1962. On the export side new orders in the period October to January were just higher than a year earlier but export deliveries in the same period showed an increase of 6 per cent. Export orders on hand at the end of January continued at a reasonably high level.

It is provisionally estimated that production in the engineering and electrical goods industries in January was 2 per cent. lower than in January, 1962. The latest statistics indicate that production dipped below the level of a year earlier in the fourth quarter of 1962; activity in the electrical sector during the quarter was above the level of the preceding year but production in the mechanical engineering industries was 3 per cent. lower.

More detailed statistics of output in the engineering and electrical goods industries in the fourth quarter of 1962 are now available and the value of deliveries of certain mechanical and electrical engineering products are given in Table 3. For the year as a whole deliveries of steel and non-ferrous metal rolling mills increased by almost one half and deliveries of machine tools rose by £10 million: there were also marked increases in deliveries of packaging machinery, water tube boilers, chemical plant, transformers and electrical equipment for vehicles. Refrigerating machinery showed a sizeable fall for the second year running while the value of deliveries of industrial engines was 10 per cent. lower in 1962 than in 1961. Other products with smaller deliveries in 1962 included:—textile machinery, contractors' plant, mining machinery, iron, steel and non-ferrous metal works plant and other types of electrical goods.

An account of the statistics of deliveries, orders on hand and net new orders in Table 1 for the wider group of engineering and allied industries with definitions of the industries covered was published in an article in the *Board of Trade Journal* on July 22, 1960 (page 182). A description of the scheme of engineering statistics with details of the basis and scope of the statistics in Tables 2 and 3 and definitions of the industries covered appeared in an article in the *Board of Trade Journal* on May 8, 1959, (page 1077.)

Table 1 — **Engineering Industries (a)**
Index Numbers of the Volume of Orders and Deliveries (b)

	Total			Export			Home		
	Orders-on-hand (end of period)	Net new orders (c)	Deliveries (c)	Orders-on-hand (end of period)	Net new orders (c)	Deliveries (c)	Orders-on-hand (end of period)	Net new orders (c)	Deliveries (c)
	December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100	
1958	100	92	100	100	88	100	100	93	100
1959	101	105	104	102	103	102	101	106	105
1960	117	123	114	119	122	111	117	123	115
1961	120	123	122	126	122	118	117	123	123
1962*	114	120	123	128	127	125	109	117	122
1961 1st Quarter	127	142	119	125	133	119	127	146	119
2nd Quarter	126	121	124	123	115	118	126	124	126
3rd Quarter	124	112	115	127	116	108	124	110	118
4th Quarter	120	116	128	126	124	125	117	113	128
1962 1st Quarter	121	130	125	130	137	124	118	128	125
2nd Quarter	120	122	125	129	124	127	117	121	124
3rd Quarter	119	115	117	129	118	119	116	113	116
4th Quarter*	114	113	125	128	128	130	109	107	123
1961 October	123	115	127	128	126	118	121	111	130
November	121	112	127	128	133	129	118	104	126
December	120	120	129	126	112	129	117	123	129
1962 January	119	113	114	127	124	112	116	110	115
1962 October*	118	114	124	128	123	128	114	110	123
November*	116	113	126	129	137	129	111	105	125
December*	114	111	125	128	123	134	109	107	121
1963 January*	115	120	112	126	115	128	111	121	107

* Provisional

(a) Engineering and electrical goods (S.I.C. Order VI), locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors.
(b) At constant (average 1958) prices. (c) Adjusted to allow for differences in the length of calendar months, but not for holidays or for other seasonal variations.

(*Continued on next page*)

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Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to **H.M. Stationery Office, Room D.84, Atlantic House, Holborn Viaduct, London, E.C.1 (City 9876, Ext. 147).**

Inquiries from other parts of the United Kingdom should be addressed to **Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.3 (City 3718).**

Engineering Industries (*Continued*)

Table 2 Engineering and Electrical Goods Industries (S.I.C. Order VI) Volume of Production, Exports and Orders on Hand

	Production (a)			Exports (c)	Orders-on-hand (end of period) (d)		
	Total	Mechanical engineering (b)	Electrical engineering		Total	For export	For home market
	1958 = 100			1954 = 100	December 1958 = 100		
1958	100	100	100	112	100	100	100
1959	105	103	110	113	101	102	101
1960	114	112	116	122	119	121	118
1961	121	122	120	136	122	127	120
1962	123*	122*	126*	138	118*	129*	114*
1961 1st Quarter	118	119	116	143	128	127	129
2nd Quarter	123	125	121	140	128	125	129
3rd Quarter	115	117	112	126	127	129	126
4th Quarter	128	127	131	135	122	127	120
1962 1st Quarter	124	125	123	136	124	132	121
2nd Quarter	125	124	127	145	123	131	120
3rd Quarter	117	115	119	129	123	131	120
4th Quarter	127*	123*	133*	142	118*	129*	114*
1961 October	127	126	130		125	130	123
November	128	127	131		123	129	120
December	129	127	132		122	127	120
1962 January	114	114	114		122	128	119
1962 October	126*	122*	134*		121*	130*	118*
November	129*	124*	138*		120*	131*	116*
December	125*	123*	128*		118*	129*	114*
1963 January	112*	..	..		119*	127*	116*

* Provisional

(a) Adjusted for show changes in the average weekly rate of production, and eliminate the effect of variation in the length of calendar months, though not that of holidays and other seasonal factors.
(b) Including the scientific, surgical and photographic instruments, etc., and watches and clocks industries.
(c) Index of the value, at 1954 prices, of exports of goods of types made in the engineering and electrical goods industries.
(d) Index of the total value, at 1958 prices of orders held in these industries.

Registrations of British and Foreign Films

The following are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday, March 22, 1963.

Title of Film	Registered in the Name of	Maker's Name	Registered No.	Playing Time (minutes)	Date of Registration
		BRITISH			
Look at Life Series 17:					
Keeping Clean	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.	Br/E 28321	9	March 18
The City's Built for Shooting	" "	" "	Br/E 28322	8	March 18
The Greatest of These	" "	" "	Br/E 28323	8	March 18
The Damned	Columbia Pictures Corporation Ltd.	Swallow Productions Ltd.	Br/E 28324	87	March 19
Maniac	" "	Hammer Film Productions Ltd.	Br/E 28325	86	March 19
Signorina It's Important	Saxon Film Co. Ltd.	Technical & Scientific Films Ltd.	Br/E 28326	15	March 19
The Ever Changing Motor Car	" "	T.V. Cartoons Ltd.	Br/E 28327	10	March 19
Take Off Your Clothes and Live	Miracle Films Ltd.	Miracle Films Ltd. and Searchlight Films Ltd.	Br/E 28330	61	March 20
New Pathe Pictorial Series Nos. 430-442:					
Pathe Pic No. 430	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.	Br/E 28337	9	March 21
Pathe Pic No. 431	" "	" "	Br/E 28338	9	March 21
Pathe Pic No. 432	" "	" "	Br/E 28339	9	March 21
Pathe Pic No. 433	" "	" "	Br/E 28340	9	March 21
Pathe News 63-23	" "	" "	Br/E 28006	7	March 22
Pathe News 63-24	" "	" "	Br/E 28007	9	March 22
Movietone News 1762A	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.	Br/E 27953	7	March 22
Movietone News 1763	" "	" "	Br/E 27954	7	March 22
The Punch and Judy Man	Warner-Pathe Distributors Ltd.	Associated British Picture Corporation Ltd.	Br/E 28344	97	March 22
Suddenly It's Jazz	British Lion Films Ltd.	Goldray Motion Picture Company	Br/E 28345	14	March 22
		FOREIGN			
Square of Violence	Metro-Goldwyn-Mayer Pictures Ltd.	Loucen Film Corporation	F 28317	93	March 18
Follow the Boys	" "	Metro-Goldwyn-Mayer Inc.	F 28318	95	March 18
Seven Seas to Calais	" "	Adelphia Compagnia Cinematographica	F 28319	101	March 18
The Brazen Bell	Rank Film Distributors Ltd.	Universal International Films Inc.	F 28320	74	March 18
Son of Flubber	Walt Disney Productions Ltd.	Walt Disney Productions	F 28328	103	March 20
This Crazy Urge	Miracle Films Ltd.	DDL Film S.P.A.	F 28329	92	March 20
Blood on His Sword	S.F. (Film) Distributors Ltd.	Consortium Pathe	F 28331	106	March 20
Philbert	Warner-Pathe Distributors Ltd.	Warner Brothers Pictures Inc.	F 28332	26	March 20
Fastest with the Mostest	" "	" "	F 28333	7	March 20
The Million Hare	" "	" "	F 28334	7	March 20
Good Noose	" "	" "	F 28335	7	March 20
To Kill a Mockingbird	Rank Film Distributors Ltd.	Universal International Films Inc.	F 28336	129	March 21
Bunnies Abundant	Columbia Pictures Corporation Ltd.	Columbia Pictures Corporation	F 28341	7	March 21
Courage of Black Beauty	E. J. Fancey Productions Ltd.	Lexington Trading Company Inc.	F 28342	74	March 22
Two for the Seesaw	United Artists Corporation Ltd.	Seesaw Pictures Inc.	F 28343	119	March 22

Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Engineering Industries (*Continued*)

Table 3 **Deliveries of Certain Mechanical and Electrical Engineering Products (a)**

£ million

	1960 Year	1961 Year	1962 Year*	1961 Third Quarter	1961 Fourth Quarter	1962 Third Quarter	1962 Fourth Quarter*
MACHINERY OTHER THAN ELECTRICAL:							
Agricultural machinery	40·9	49·0	49·5	11·5	10·0	13·2	9·7
Metal-working machine tools and welding machinery	111·7	135·6	145·9	32·3	36·6	34·7	36·7
Engineers' small tools and gauges	65·2	75·1	73·1	17·2	19·6	16·5	18·0
Industrial engines	81·5	88·4	80·0	20·2	24·7	18·9	22·4
Textile machinery and accessories	83·6	91·4	86·8	20·8	24·1	20·1	23·0
Contractors' plant and quarrying machinery	93·4	107·2	99·7	25·7	26·8	24·6	23·7
Mechanical handling equipment	86·9	97·5	104·8	25·3	25·3	25·0	27·1
Office machinery	65·7	71·6	72·2	16·4	18·0	17·3	19·9
Mining machinery	46·1	53·6	49·7	12·5	14·5	11·8	12·7
Refrigerating machinery	66·4	57·1	50·6	13·2	9·3	12·0	8·7
Space-heating, ventilating and air-conditioning equipment	43·0	52·4	54·5	12·8	14·2	13·6	14·5
Pumps and industrial valves	93·1	98·3	98·5	22·6	26·4	22·9	25·5
Air and gas compressors and exhausters	26·2	29·2	30·0	7·5	7·5	7·3	7·7
Food and drink machinery	37·3	41·3	42·3	9·1	13·7	9·5	12·0
Packaging machinery	16·6	19·3	22·2	4·7	5·9	5·2	6·2
Steel and non-ferrous metal rolling mills and ancillary equipment	28·6	25·9	38·1	7·5	8·4	7·2	8·7
Other machinery except electrical machinery	200·7	228·2	233·5	55·3	59·9	54·8	61·3
INDUSTRIAL PLANT AND FABRICATED STEELWORK:							
Water tube boilers	57·2	56·5	63·4	14·5	14·6	15·4	18·8
Shell boilers and boilerhouse plant	30·8	32·5	31·2	8·4	8·0	6·7	8·1
Chemical plant	44·4	63·8	71·1	16·8	18·6	17·4	16·5
Iron, steel and non-ferrous metal works plant other than rolling mills	26·2	34·1	31·1	9·0	9·2	8·0	7·1
Other industrial plant and fabricated steelwork	135·7	149·2	153·3	38·5	41·2	36·2	42·3
ELECTRICAL MACHINERY:							
Rotating electrical machines	134·2	140·7	141·6	33·1	35·8	31·2	36·9
Transformers for lighting, heating and power	43·0	48·5	53·9	12·1	13·1	13·5	15·0
Switchgear and control gear	115·8	131·0	134·1	30·8	35·2	31·8	35·3
Other electrical machinery	19·0	22·5	22·2	4·9	6·2	6·1	5·1
INSULATED WIRES AND CABLES	135·5	150·9	152·9	35·3	40·2	36·3	40·0
OTHER ELECTRICAL GOODS (except radio, telecommunications and other electronic apparatus):							
Domestic electrical appliances	130·4	137·7	144·0	33·6	38·2	35·8	44·1
Electrical equipment for motor vehicles, cycles and aircraft	63·6	58·8	65·9	13·6	15·2	15·3	17·0
Primary batteries	14·1	14·8	15·8	3·5	4·3	3·6	4·6
Secondary batteries (accumulators)	26·1	26·4	27·2	6·2	7·3	6·1	7·7
Electric lamps	22·5	25·4	25·6	5·7	7·3	5·9	7·0
Other electrical goods	85·4	91·4	84·6	21·0	23·9	19·8	22·2
SUB-CONTRACT SALES AND COMPONENTS NOT INCLUDED ABOVE	237·4	263·1	269·8	62·7	67·1	63·2	67·3
AMOUNT CHARGED FOR WORK DONE ON CUSTOMERS' MATERIALS AND REPAIR WORK	61·1	68·6	74·9	16·3	18·5	17·7	19·8

(a) Characteristic products of industries in Order VI of the Standard Industrial Classification, except the ordnance and small arms, scientific, etc., instruments, clocks and watches, telegraph and telephone apparatus and radio and other electronic apparatus industries. Agricultural machinery is included from January 1959 and the output of other products made by the agricultural machinery manufacturers has been added to the 1959 figures.

Excluding deliveries by the smallest firms, estimated at about 2 per cent. of the total.

In general, spare parts supplied by manufacturers of complete machines are included with these machines, but parts, other than those separately specified, supplied for assembly by makers of complete machines are included in the heading for sub-contract sales and components.

* Provisional.

Patents Endorsed 'Licences of Right'

UNDER Section 35 of the Patents Act, 1949, the undermentioned patents were endorsed 'Licences of Right' on the dates specified:

NUMBER	GRANTEES	SUBJECT-MATTER
	February 20, 1963	
842,842	Chemische Werke Witten G.m.b.H. (formerly Imhausen Werke G.m.b.H.).	Softeners for textile fibres.
	February 21, 1963	
848,783	Sunbeam Manufacturing Co. Ltd.	Electric torches.
	February 25, 1963	
821,586	Nobel-Bozel	Electric detonators.
	February 27, 1963	
847,999	Union Siderurgique du Nord de la France, par abreviation 'USINOR'.	Drive device for rotating a bar to be twisted
	February 28, 1963	
816,784	Larsson, C. G. S.	Tail-lamps.
	March 4, 1963	
843,982	Palmer, T. H.	Tobacco-pipe cleaner dispensing device.
	March 5, 1963	
822,213	Szerszamgepfejleszto Intezet	Vertical planing machines.
825,715	United States Steel Corporation	Heat treatment of metal strip.
896,293	Power Jets (Research & Development) Ltd.	Fuel control systems for gas turbine engines.

NUMBER	GRANTEES	SUBJECT-MATTER
	March 6, 1963	
872,695	United States Steel Corporation	Vacuum casting.
890,769	United States Steel Corporation. Patent of addition to 872,695.	Vacuum casting.
897,304	Merz & McLellan Services Ltd.	Protective arrangements for prime movers coupled to electric generators.
906,532	Merz & McLellan Services Ltd.	Evaporation of salt water.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which the claimant is interested from granting licences under the patents may apply for cancellation of endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Comptroller-General.

The Patent Office.

United Kingdom Trade in February

FLUCTUATIONS IN THE figures for the last several months have made it difficult to discern the trends in our overseas trade. One distorting influence was the dock strike in the United States which reduced exports in January and may also have affected imports. There was some recovery in exports to the United States in February but they remained below the fourth quarter average. The bad weather also may have had some effect on the recent figures. Only a tentative analysis of trends is possible and the picture must remain to a large degree uncertain.

The value of exports in the last three months, at £315 million a month, was 2 per cent. less than in the previous three months and about the same as the average for 1962. In January they were down to £309 million but in February they recovered to £321 million; in the fourth quarter they averaged £318 million a month. A large part of the reduction, three months on three months, was in exports to North America (both Canada and the United States), though shipments to the sterling area were also down. Exports to Western Europe continued level.

Imports have fallen back sharply from the peak reached in the third quarter last year. Over the three months December-February, they averaged £368 million a month, a fall of 4 per cent. compared with the third quarter and only about 1 per cent. more than in the first quarter last year. Within the last three months the February figure was relatively high but this followed a low figure in January and no significant inference as to the trend can be made from the figures for these individual months. Comparing three months with three months, imports of the food, beverages and tobacco group, fuels and industrial materials, have all been declining, and the rise in imports of finished manufactures has flattened out.

Because imports have been declining in the last few months the deficit in the balance of trade (the difference between imports c.i.f. and exports and re-exports f.o.b.) has also been falling. In the last three months the trade gap was £40 million a month, seasonally adjusted. In the previous three months, September-November, it was £43 million a month and in the three months before that £50 million a month.

Exports

In the three months, December-February, exports were 2 per cent. less than in the previous three months.

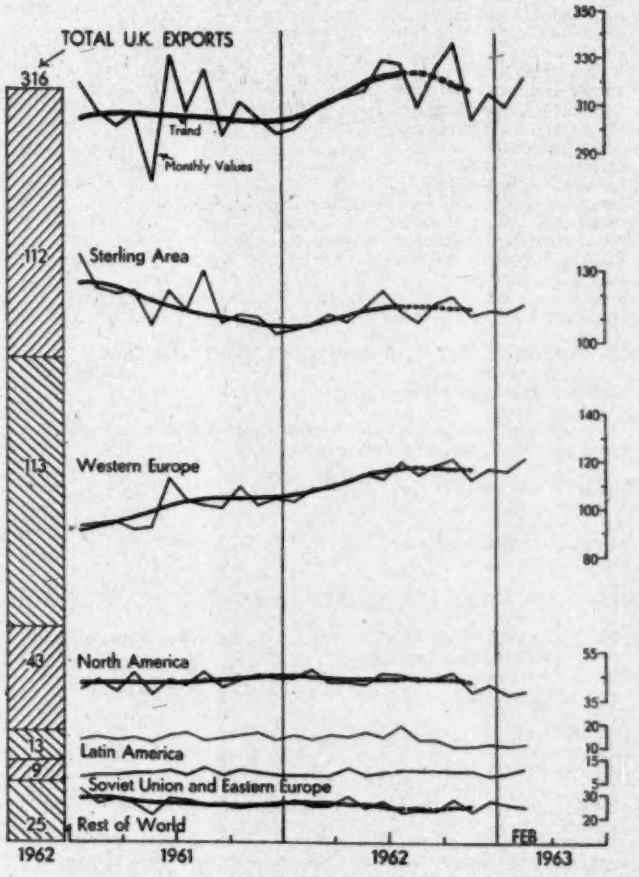
A substantial part of this reduction was in shipments to North America, which were down by 10 per cent. Exports to both the United States and Canada fell by similar amounts. Most of the fall to the United States was in January; exports to this market recovered in February but were not quite back to the fourth quarter average. The dock strike in the United States lasted until almost the end of January and it seems that some leeway remains to be made good. Exports to Canada have been on a falling trend since early last year.

The fall in exports to the sterling area in the last three months compared with the previous three months was in shipments to New Zealand and a number of the smaller markets. There was an increase to India and little change for Australia, the Irish Republic and South Africa.

Exports to Western Europe were virtually unchanged in the last three months compared with the previous three months. Shipments to both the EEC and EFTA rose, but there was a sharp fall in exports to the rest of Europe.

U.K. Exports: Areas

Seasonally adjusted £ million f.o.b. monthly averages or calendar months



	1961	1962					1962-3	1962	1963	
	4th Qtr.	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Sept.-Nov.	Dec.-Feb.	Dec.	Jan.	Feb.
Sterling Area	108	108	114	112	114	116	113	113	112	115
Western Europe	105	106	112	117	116	117	117	116	115	121
Economic Community	55	55	60	63	62	61	63	62	60	66
Free Trade Assocn. (inc. Finland)	42	42	43	43	44	44	44	45	44	44
North America	44	45	43	44	42	43	39	41	37	38
Latin America	14	14	15	15	10	11	11	11	10	11
Soviet Union and Eastern Europe	9	8	9	10	9	10	9	8	9	11
Rest of World	25	26	26	23	26	25	26	27	26	25
Total	304	306	319	320	318	321	315	315	309	321

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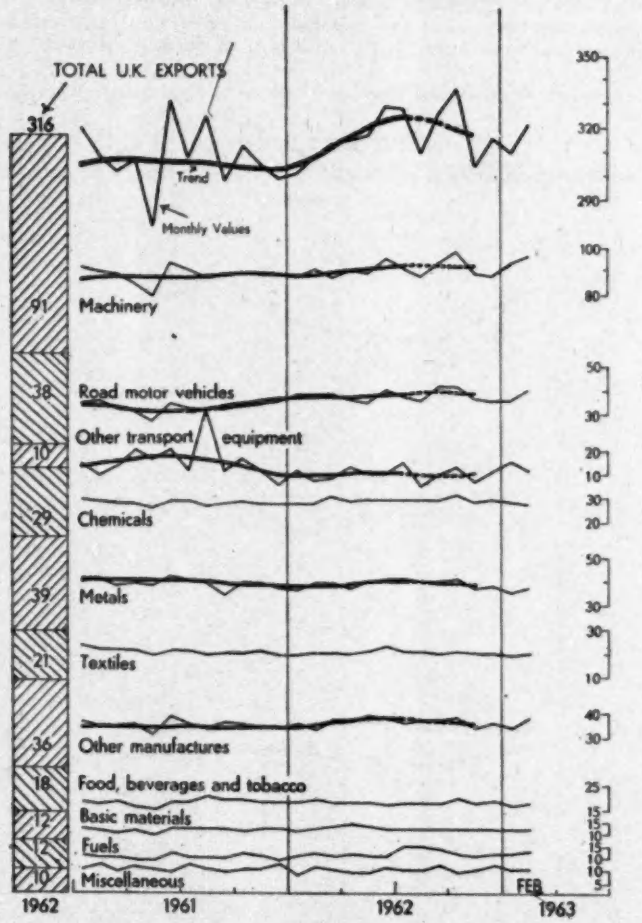
U.K. Trade (*Continued*)

U.K. Exports: Commodity Classes

Seasonally adjusted £ million f.o.b. monthly averages or calendar months



	1961	1962					1962-3	1962	1963	
	4th Qtr.	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Sept.-Nov.	Dec.-Feb.	Dec.	Jan.	Feb.
Food, beverages and tobacco	18	18	18	18	19	19	18	19	17	18
Basic materials	12	12	13	12	12	12	12	12	12	12
Fuels	11	11	11	15	12	12	12	12	12	13
Manufactures	253	256	267	266	265	268	262	258	259	268
Machinery and transport equipment	133	135	140	140	140	143	141	135	143	146
Machinery	88	88	92	91	92	93	92	88	93	96
Road motor vehicles	34	38	37	39	38	40	37	36	36	40
Other transport equipment	11	9	11	10	10	10	12	11	15	11
Chemicals	27	28	29	29	29	29	28	29	28	27
Metals and misc. metal mfrs.	38	38	39	40	39	40	37	38	35	37
Textiles	20	20	21	20	20	20	20	20	19	20
Other mfrs.	35	35	39	37	36	37	36	36	34	38
Miscellaneous	11	9	10	11	11	11	11	12	10	10
Total	304	306	319	320	318	321	315	315	309	321

Exports to Latin America continued very low after the sharp fall towards the end of last year.

The commodity analysis shows that the lower United Kingdom exports in the last three months have been mostly due to a fall in exports of semi-manufactured goods, especially of metals and metal manufactures, and chemicals. This may partly reflect lower prices. In the last three months exports of metals and metal manufactures were 7 per cent. less than in the previous three months, and exports of chemicals were 3 per cent. lower. Among engineering goods, which make up almost half of our total exports, exports of machinery in December-February were a little less than in the previous three months. This was due to erratic movements from month to month; the trend appears to be slightly upward. There was a fall in exports of road motor vehicles, which may be exaggerated by the United States dock strike, but larger exports of aircraft and ships. Exports of whisky were lower, but the United States dock strike is likely to have been a factor in this.

United Kingdom Trade

A. Recorded Values — £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1961	306·8	366·3	13·2
1962	316·0	374·3	13·1
1961 4th Quarter	312·0	359·9	13·0
1962 1st Quarter	310·7	375·0	12·7
2nd Quarter	327·2	374·9	14·4
3rd Quarter	300·6	368·6	11·2
4th Quarter	325·4	378·8	14·3
1962 September	284·9	343·4	10·5
October	346·7	412·8	14·7
November	315·8	384·4	14·0
December	314·3	346·8	14·0
1963 January	320·0	398·7	11·4
February	314·1	353·5	13·0

B. Seasonally Adjusted Values — £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1961 4th Quarter	304	359	13
1962 1st Quarter	306	365	12
2nd Quarter	319	373	14
3rd Quarter	320	385	12
4th Quarter	318	374	14
1962 September	325	374	12
October	336	388	13
November	304	370	15
December	315	365	14
1963 January	309	361	11
February	321	380	14
September-November	321	377	13
December-February	315	368	13

Imports

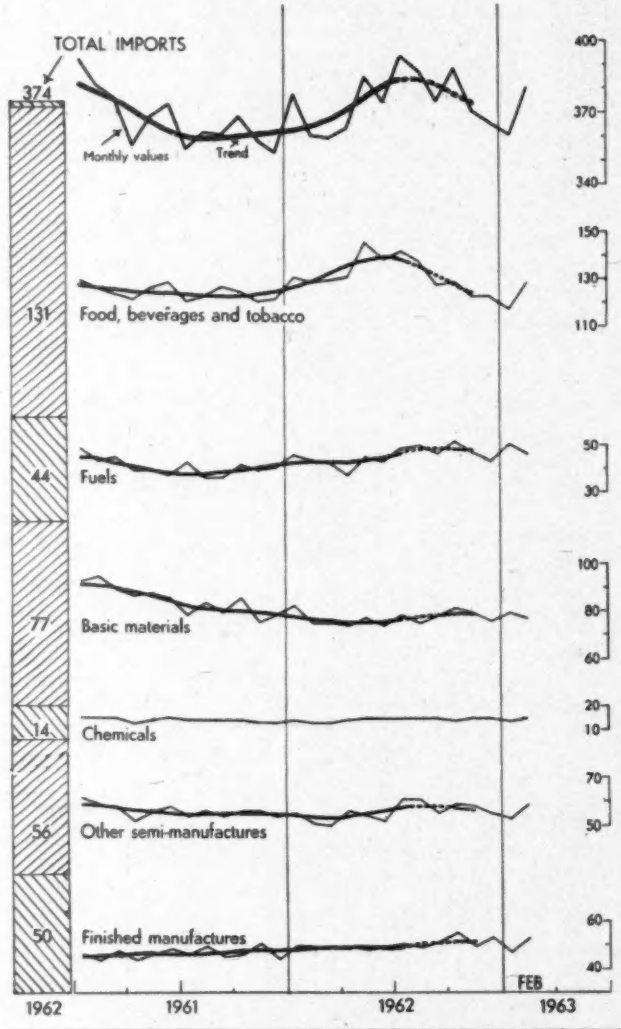
Imports of the food, beverages and tobacco group have been declining since the middle of last year. There was a further reduction in the last three months when they were 3 per cent. less than in the previous three months. About half this latest reduction was in imports of tobacco. There was also a sizeable fall (of 9 per cent.) in imports of cereals and animal feeding stuffs which had been very high after the poor harvest of 1961 but have been declining since the Autumn. There was a further small reduction (about 2 per cent.) in imports of fruit and vegetables, which were the other element making for exceptionally large imports of food last Spring. Against the general falling trend imports of dairy produce have been rising since the second quarter of 1962 mainly because of higher butter prices. In the last three months the value of these imports was 10 per cent. more than in the previous three months.

Imports of industrial materials have fallen away a little in the

U.K. Trade (*Continued*)

Imports: Commodity Classes

Seasonally adjusted £ million c.i.f. monthly averages or calendar months



	1961	1962					1962-3	1962	1963	
	4th Qtr.	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Sept.-Nov.	Dec.-Feb.	Dec.	Jan.	Feb.
Food, beverages and tobacco	122	129	138	135	124	126	122	122	117	128
Fuels	40	43	41	48	46	48	46	43	50	46
Basic materials	79	77	75	77	79	79	77	76	79	77
Chemicals	13	13	15	15	15	15	15	15	14	15
Other semi-manufactures	55	52	54	59	57	57	56	55	53	59
Finished manufactures	47	49	49	50	53	52	51	53	47	53
Miscellaneous	2	1	1	1	2	1	1	2	1	2
Total	359	365	373	385	374	377	368	365	361	380

last few months. They were rising in the first half of 1962 but flattened out towards the end of the year. In the three months December-February, their value was 2 per cent. less than in the previous three months. There were reductions in imports of basic materials, chemicals and manufactures imported for further processing. While imports of a wide range of industrial materials were lower the value of imports of wool increased slightly owing to higher prices.

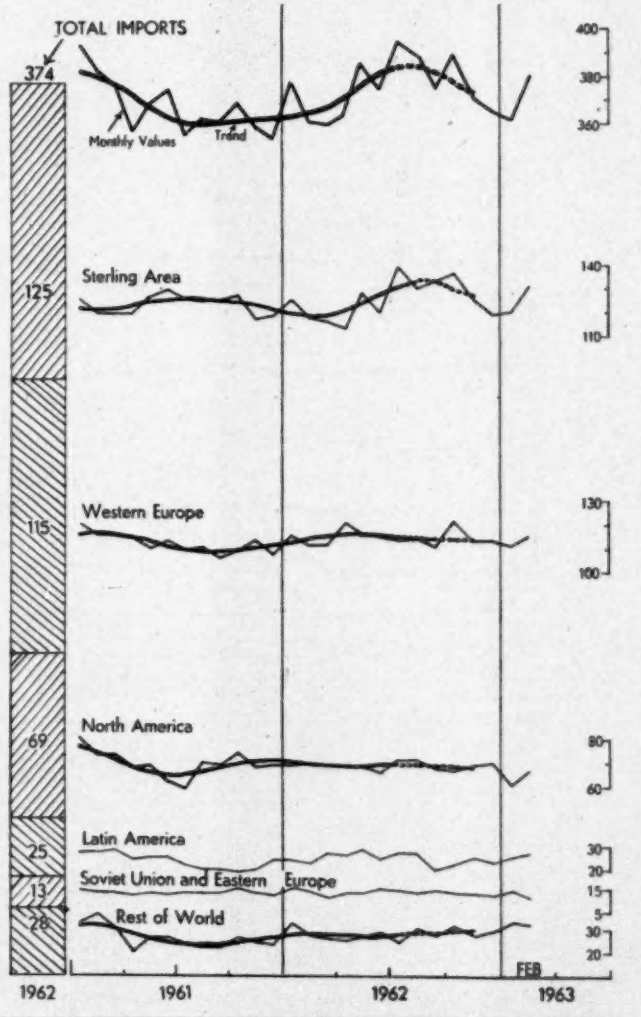
Imports of mineral fuels and lubricants have fallen away since the Autumn when there was some rebuilding of stocks and some additional import of crude oil to support higher exports of refined petroleum to Western Europe. In the three months December-February imports of fuels were 4 per cent. less than in the previous three months.

Imports of finished manufactures have fallen a little in the last few months from the very high rate at the end of last year. These high rates have been due to exceptionally large arrivals of ships in October and December and of aircraft in February. Imports of machinery have fallen and imports of other manufactured articles, which had been rising fairly quickly until recently, showed little change.

Imports from the sterling area were at a high level in the third

Imports: Areas

Seasonally adjusted £ million c.i.f. monthly averages or calendar months



	1961	1962					1962-3	1962	1963	
	4th Qtr.	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Sept.-Nov.	Dec.-Feb.	Dec.	Jan.	Feb.
Sterling Area	120	120	121	134	126	132	123	119	120	131
Western Europe	110	113	118	113	116	115	113	113	111	115
North America	71	70	68	70	69	68	66	71	61	67
Latin America	21	25	26	24	23	22	25	23	25	27
Soviet Union and Eastern Europe	13	13	13	13	13	13	12	12	14	11
Rest of World	25	29	27	28	29	29	31	29	33	32
Total	359	365	373	385	374	377	368	365	361	380

(*Continued at foot of next page*)

British Overseas Commercial Representatives' Visits During April to June

THE FOLLOWING British Trade Commissioners and Commercial Diplomatic Officers are expected to be in this country during April to June. (*See centre inset pp i-viii for list of addresses of overseas officers.*)

AUSTRALIA (Brisbane)	†P. Holmes	Assistant British Trade Commissioner	From May	Has served in the Trade Commissioner's Office in Hong Kong.
(Sydney)	†*A. R. Bruce, C.M.G., O.B.E.	Principal British Trade Commissioner	From June	Has served as British Trade Commissioner in Canada (Montreal and Ottawa) and as Commercial Secretary in Spain (Madrid).
CANADA (Toronto)	*L. R. Rogers	British Trade Commissioner	From April	Previously British Trade Commissioner in the Atlantic Provinces (Halifax).
CEYLON (Colombo)	†J. F. Saunders, M.B.E.	Principal British Trade Commissioner	From June	Has served as British Trade Commissioner in Pakistan (Lahore) Canada (Atlantic Provinces and Vancouver) and Hong Kong.
CYPRUS (Nicosia)	C. C. Cornthwaite	Assistant British Trade Commissioner	From April	Has served in the British Trade Commissioner's Office in India (New Delhi) and Pakistan (Dacca).
GHANA (Accra)	†*L. Bevan	Principal British Trade Commissioner	Early May	Previously served as British Trade Commissioner in Pakistan (Karachi) and Malaya (Kuala Lumpur).
INDIA (New Delhi)	R. Fell	British Trade Commissioner	From May	Has served as British Trade Commissioner in Australia (Brisbane).
JAMAICA (Kingston)	*H. A. Williams	Assistant British Trade Commissioner	April	Has served as Assistant British Trade Commissioner in South Africa (Cape Town) and New Zealand (Wellington).
MALAYA (Kuala Lumpur)	C. R. Reynolds	Assistant British Trade Commissioner	From May	In present post since 1961.
NEW ZEALAND (Wellington)	*C. G. Cruickshank	Senior British Trade Commissioner	From May	Has served as British Trade Commissioner in Ceylon (Colombo) and Canada (Ottawa).
NIGERIA (Ibadan)	†J. R. Bolton	British Trade Commissioner	End April/early May	Has served as Assistant British Trade Commissioner in Australia (Sydney) and South Africa (Johannesburg).
(Lagos)	†B. V. F. Bull	Assistant British Trade Commissioner	From June	Has served in British Trade Commissioner's Office in Salisbury (Federation of Rhodesia and Nyasaland).
PAKISTAN (Dacca)	†*J. W. P. Chidell	British Trade Commissioner	From May	Has served in India (New Delhi, Calcutta and Bombay) and Pakistan (Karachi).
	†A. C. Catchpole	Assistant British Trade Commissioner	From June	Previously Assistant British Trade Commissioner in Karachi.
(Karachi)	W. Johnston	British Trade Commissioner	From May	Has served as Assistant British Trade Commissioner in Australia (Sydney).
(Lahore)	*L. F. Hope	British Trade Commissioner	May and June	Previously Assistant British Trade Commissioner in South Africa (Pretoria and Cape Town) and Australia (Sydney and Canberra).
TRINIDAD (Port of Spain)	T. K. Blackman	Assistant British Trade Commissioner	From April	Has served in British Trade Commission Office in West Indies (Jamaica) and as Assistant British Trade Commissioner, Singapore.
INDONESIA (Djakarta)	†P. R. Oliver	Counsellor (Commercial) and Consul-General.	May	In present post since October 1961.
PERSIAN GULF (Kuwait)	†*A. B. Ball	First Secretary (Commercial)	June	Previously Second Secretary (Commercial) Syrian Arab Republic (Damascus).
PHILIPPINES (Manila)	†D. F. Elliott	Second Secretary (Commercial)	June	Has previously served in Persian Gulf (Bahrain), Thailand (Bangkok) and Cambodia (Phnom Penh).
TURKEY (Istanbul)	*W. H. Adams, O.B.E.	Consul	May (2nd week only)	In present post since 1958.

* Not returning to Post. † First notification in the *Board of Trade Journal*.

British firms and organizations which wish to meet any of these officers to discuss specific export problems are asked to write for an appointment. It would be helpful if the nature of the problem, in particular the commodities involved, could be stated.

Those firms and organizations which would wish to see an officer *only* if an appointment in their own area could be arranged should contact the appropriate Board of Trade Regional Office, or in Northern Ireland, the Ministry of Commerce, Belfast. Those which would either prefer or would be prepared, if necessary, to meet the officer for an interview in London should approach Tours Section ,Board of Trade, Horse Guards Avenue, London, S.W.1.

Firms are reminded that the Export Services Branch of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, are in close touch with all overseas representatives and would be glad to advise British firms on matters relating to their export trade. Regional Officers of the Board of Trade or, in Northern Ireland, the Ministry of Commerce, Belfast, are also available for consultation on export matters.

U.K. Trade (*Continued*)

quarter but have since been falling rapidly: in the three months December-February they were 6 per cent. less than in September-November, seasonally adjusted. A large part of the fall seems to have been in imports of oil from Kuwait. Imports from Australia fell slightly; contrary to the general pattern, there was a sharp increase in imports from New Zealand.

Imports from Western Europe fell by 2 per cent. Most of the reduction was from the Common Market; imports from EFTA also fell but there had been unusually large deliveries of ships in the earlier period and imports of other goods increased.

A fall of 2 per cent. in imports from North America was due to a sharp reduction from the United States, largely offset by a marked increase from Canada.

Imports from Latin America rose, following a larger fall in the previous three months. Imports from the Soviet Union and Eastern Europe fell; there was an increase from the remaining non-sterling countries.

Notes

The tables below the charts show the seasonally adjusted figures only for the fourth quarter of 1961, the four quarters of 1962, the last two three-monthly periods and for the last three calendar months. Figures for earlier periods can be supplied. Application should be made to: The Statistics Division (seasonal adjustment), Board of Trade, Room D.53, Hillgate House, 35 Old Bailey, London, E.C.4.

Detailed particulars of United Kingdom imports, exports and re-exports were published on March 26* and further analysis of the figures will be found in the form of tables in the Monthly Report on Overseas Trade for April† due to be published on or about April 23.

* Accounts relating to Trade and Navigation of the United Kingdom, February 1963. H.M. Stationery Office. Price 30s. 0d. (by post 31s. 0d.).

† Report on Overseas Trade published by H.M. Stationery Office. Price 3s. 6d. (by post 3s. 10d.). Annual subscription £2 6s.

Government Surplus Sales by Auction

Air Ministry

1963	Stores	Location	Auctioneers
April 25 .	61 Nissen huts, two Seco huts, 22 temporary brick buildings, transformers and other electrical equipment.	Royal Air Force Station, Ridgewell, Essex. .	Balls & Balls, Braintree, Essex.
May 1 .	Miscellaneous stores and equipment . .	No. 16 Maintenance Unit, Royal Air Force, Stafford.	South & Stubbs, 28 Eastgate Street, Stafford. (Tel. Stafford 2331).

The above sale will include M.T. engines and spares, plant spares, caterpillar spares and track assemblies, Leyland power units, areo engine spares, parachute canopies, packing cases, fire extinguishers, radio and radio spares, bedding, furniture, and general stores.

May 9 .	Miscellaneous stores and equipment . .	No. 35 Maintenance Unit, Royal Air Force, Heywood, Lancs.	Brady & Son, 17 Warren Street, Stockport, Cheshire. (Tel. Stockport 2252).
May 22 .	Miscellaneous stores and equipment . .	No. 7 Maintenance Unit, Royal Air Force, Quedgeley,	Bruton Knowles & Co., Albion Chambers, Gloucester. (Tel. Gloucester 21267).
June 20 .	Miscellaneous stores and equipment . .	No. 25 Maintenance Unit, Royal Air Force, Hartlebury.	Nock & Joseland, Bank Buildings, Kidderminster, Worcs. (Tel. Kidderminster 2053).

Catalogues for the above sales may be obtained within fourteen days of the advertised date of sales, on application to the auctioneers. Catalogues for sales held at Maintenance Units cost 1s. 0d. each (*Postal Orders only*), all other catalogues free.

Disposal of Assets at C. & R. Sites

Messrs. Gearing & Colyer will sell by public auction on the dates indicated and at the Royal Air Force sites listed below Operational Equipment including Air Conditioning and refrigeration plant, electric meters, water pumps, fans, heaters, compressors, etc., RSJ gantries and girders, teak flooring, electricity supply cable, sanitary items, doors and miscellaneous items.

1963
April 9 . Fairlight, Nr. Hastings, Sussex.
April 23 . Beachy Head, Sussex. (No air conditioning or refrigeration plant on offer at this site.)
May 7 . Truleigh Hill, Nr. Shoreham-on-Sea, Sussex.
May 21 . Margate, Kent.
June 11 . St. Margarets Bay, Kent.

Catalogues (free) may be obtained within fourteen days of the sale dates from Messrs. Gearing & Colyer's offices at Ashford (Tel. 25), Hawkhurst and Tunbridge Wells, Kent; Rye, Heathfield, and Wadhurst, Sussex.

AIR MINISTRY TENDER SALES

Tenders invited for the purchase and removal of (1) a T2 Hangar (approx. size 240 ft. by 120 ft.) at Dunholme Lodge, near Lincoln and a composite building (approx. 200 ft. by 80 ft.) at Cranwell, and (2) Transformers at Driffield, Yorks, and Shawbury, near Shrewsbury; Alternators at Cardington, Beds; and a 550 kW. English Electric Diesel Generating Set, c/w ancillary equipment, at Wroughton, near Swindon.

Apply within 7 days of the date of this advertisement to Air Ministry (C.19a) Turnstile House, London, W.C.1., for tender forms.

War Office

1963	Stores	Location	Auctioneers
April 5 .	Textiles and miscellaneous . . .	Returned stores Group, Reed Hall, Colchester.	Fenn, Wright & Co. (Dept. L), 146 High Street, Colchester. (Tel. 73171).
April 18/19	Machine tools and miscellaneous stores including:	Technical Stores Depot, Old Dalby, Leics. . *Sale in Melton Mowbray.*	Shouler & Son (Dept. L), 1 Norman Street, Melton Mowbray, Leics. (Tel. 3081).

Kitchen and Wade and Town Radial drills; Cincinnati, Edgwick, Archdale and Adcock millers; pneumatic hammer; pillar, bench and portable electric drills; centre lathes; metal bandsaw; Churchill and other surface grinders; pedestal, bench and flexible shaft grinders; valve seat grinders; hacksaws; Snow vertical grinders; brake drum lathes; guillotines; folding and bending machines; electro deposition plants; washing pumps; lubricating plants; 5 ton matrix metal; dynamometers; Onan gen. sets; arc welders and transformers; lathe chucks; woodworking machines; lathe turning tools; hacksaw blades; boiler tube de-scaling machines; drying ovens; Crabtree printing machine; optical equipment; Avo and Megger and other electrical test equipment; hydro extractor washing machines; laundry trailers; sewing machines; diamond mounted grinding wheel dressers; boot machines; steam cleaners; Tecalemit hydro-electric lifts etc.

April 23-25.	Vehicles etc.	W.D. Storage Depot, Ruddington, Notts. .	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272).
May 7 .	Miscellaneous stores	Central Ordnance Depot, Bicester, Oxon. .	Midland Marts Ltd. (Dept. L), Market Square, Bicester. (Tel. 73).
May 14 .	Miscellaneous stores	Central Ordnance Depot, Didcot, Berks .	Simmons & Sons (Dept. L), 12 Station Road, Reading (Tel. 54025).

Catalogues for each sale shown above may be obtained from the appropriate Auctioneer 14 days prior to date of sale, price 1s. 0d. (*Postal Orders only*).

Machine Tools – Sale by Tender

Single spindle bar automatics; drills; centreless, internal, surface and tool and cutter grinders; centre and disc lathes; horizontal and profile millers; thread millers; presses; bending rolls; optical projector etc.

Located at Newbury, Berks and Sevenhampton, Wilts. Application for tender forms should be made to: War Office, Directorate of Sales 4(c), First Avenue House, High Holborn, London, W.C.1. Tender forms must be returned by April 24, 1963.

(*Continued at foot of next page*

Who's Who in Advertising

A new publication, of interest to the advertising and public relations industry entitled 'Who's Who in Advertising and Public Relations', has been published. The book contains biographies of more than 1,500 directors and senior personnel, together with comprehensive information on each of the industries' official bodies and organizations. Copies: Publishing and Distributing Co. Ltd. Price 10s. 6d.

PERA Conference on Industrial Training

A CONFERENCE is being organized by Production Engineering Research Association on May 2 to discuss the Government's proposals for the reform of industrial training, recently published in a White Paper (Cmnd. 1892). Applications should be made to the Conference Organizer, PERA, Melton Mowbray, Leicestershire. The fee is £3 3s.

Questions Asked and Answered in Parliament

Below is a selection of questions of interest to industry asked and answered in Parliament.

Monday March 25

Prospects of Exports Expansion

Mr. Frederick Erroll, President of the Board of Trade, was asked if, in view of the collapse of Common Market negotiations, he was satisfied that the progress made so far in negotiations with the European Free Trade Association, the Commonwealth and the rest of the world would provide alternative means for a rapid expansion in overseas trade.

Mr. David Price, Parliamentary Secretary, Board of Trade, said in reply: 'The President is satisfied that so long as the climate of world trade remains favourable, our exporters should be able to expand their exports to EFTA and Commonwealth markets as well to the EEC and other parts of the world. At their recent meeting, Ministers of the EFTA countries asked the Official Council to work out a programme of action with a view to the elimination of tariffs on industrial goods in the course of 1966. We have proposed a meeting of Commonwealth Trade Ministers about the time of the coming Ministerial Session of the GATT which will provide an opportunity for discussions on trade and economic matters of common interest. We shall continue to work through the GATT for further reductions of tariffs and other barriers to trade and in particular play our full part in the Kennedy round of tariff negotiations which we hope will soon begin.'

Tuesday March 26

Chairman of Consumer Council Appointed

In a written answer the President announced the name of the chairman of the new Consumer Council and the terms of reference of the Council.

The text of the Answer was as follows: 'I am glad to be able to tell the House that the Baroness Elliot of Harwood has accepted my invitation to become the first Chairman of the Council.

'I propose that the Council shall be an independent body as envisaged by the Committee on Consumer Protection under the Chairmanship of Mr. J. T. Molony, Q.C., and shall consist of twelve members, including the Chairman. I hope to announce the remaining members before long.

'The Council will be financed by a grant-in-aid borne on the Board of Trade vote and provisions has been made in the Estimates for 1963/64 for a grant of £60,000. The grant for following years, when the Council will be in full operation, will be reviewed.

'The Government also accept the Molony Committee's closely related recommendation that a nation-wide advisory service should be available to the consumer through the medium of the Citizens' Advice Bureaux, which are already closely in touch with consumer problems. I also agree with the Committee's view that the Bureaux could greatly assist the Consumer Council by analysing complaints from individual consumers, so as to enable the Council to identify significant causes of consumer difficulty. I have accordingly expressed to the National Committee of Citizens' Advice Bureaux my hope that they and the individual Citizens' Advice Bureaux will feel able to extend their consumer advisory work in the way envisaged by the Molony Committee. The National Committee have told me that they are ready to undertake this task. To assist them in doing so, provision has been made in the Estimates for 1963/64 for a grant of £27,000 to the National Council of Social Service.

'I have taken account of these arrangements in drawing up the terms of reference of the Consumer Council, which are as follows: "1. Subject to the exceptions hereinafter mentioned, the functions of the Council are:

(a) to inform itself about the consumer's problems and about matters affecting his interests;
(b) to consider, after consultation where necessary with other affected interests, the action to be taken to deal with such problems, or to further or safeguard such interests and to promote that action;
(c) to provide advice and guidance for the consumer, in particular through the Citizens' Advice Bureaux and other appropriate organizations and by its own publications;
(d) to publish an annual report.

2. The following are excluded from the Council's functions, namely:

(a) the preparation or publication of comparative test reports;
(b) the taking up of complaints on behalf of individual consumers; and
(c) law enforcement action.

3. In exercising its functions, the Council shall have regard to the views expressed thereon in the Final Report of the Committee on Consumer Protection."

'These terms of reference will enable the Council to perform all the functions listed in Paragraph 199 on page 314 of the Final Report of the Committee on Consumer Protection.'

Note:

Lady Elliot is the widow of the late Mr. Walter Elliot. She was created a D.B.E. and a Life Peeress in 1958 and has great administrative experience. She serves on a number of Government committees, including the Home Office Advisory Committee on Treatment of Offenders, and the Ministry of Labour Women's Consultative Committee, and is Chairman of the Advisory Committee on Child Care for Scotland. She has been a County Councillor for Roxburghshire since 1946, and is Chairman of the Education Committee. She has been a Vice-President of the Consumer Association since its inception.

Government Sales (*Continued*)

Ministry of Public Building and Works

1963	Description of Goods	Location	Auctioneers
Apr. 2 .	Office and miscellaneous furnishings and domestic refrigerators, electric and other fittings, canteen equipment, crockery, etc.	Ministry of Public Building and Works, Supplies Division Store, Shed 10, 51 Kidbrooke Park Road, London, S.E.3.	Hollingsworth, Bank Chambers, 329 High Holborn, London, W.C.1. (Tel.: Holborn 0337).
	Catalogues, price 6d., are obtainable direct from the auctioneers. View-days: day preceding the sale and morning of sale.		
Apr. 3 .	Office, domestic and miscellaneous furniture, plan presses, racking, trolleys, steps platform, curtains, linoleum, carpets and mats, beds and bedding, clocks, mirrors, refrigerators, safes, electrical and engineering items and a small quantity of hardware and kitchen equipment.	Ministry of Public Building and Works Clearing Store, Supplies Division Store, Water Lane, Clifton, York	Richardson & Trotter, 22 High Peter Gate, York (Tel. York 23135).
	Catalogues, price 1s. are obtainable direct from the auctioneers. View-days: April 1 and 2 and morning of sale.		

Trade Fairs and Exhibitions at Home and Overseas

Changes in Trade Fairs and Exhibitions Announcements

BECAUSE of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:

	Date Last Published	Date Next Published
Europe	Mar 1	June 7
United Kingdom	Feb 1	May 3
Outside Europe	Jan. 4	April 5

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

The Board of Trade Export Publicity and Fairs Branch, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855, Ext. 3096, Europe; 3097 United Kingdom and outside Europe) will be glad to answer general inquiries but applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation. Export Publicity and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.

* indicates fair which is held annually at approximately the time stated.

† indicates fair which is held in alternate years at approximately the time stated.

Amendment and Additions to Classified Lists

THE fairs and exhibitions given below are amendment and additions to the full lists published in the *Board of Trade Journal* on March 1, February 1 and January 4 respectively.

EUROPE

Amendment:

The Board of Trade have been advised that the address of the organizers of the 10th International Flower Show, Trieste, to be held from April 20-May 5, 1963, should now read Ente Rinascita Agricola, Via Teatro Romano 17, Trieste, and not as previously shown in the issue dated March 8, 1963.

UNITED KINGDOM

Additions:

BRIGHTON: 11TH BRITISH TOY FAIR – February 9-13, 1964.
* Apply, C. Bradley, Esq., British Toy Fair (International) Ltd., 94 Hatton Garden, London, E.C.1. (Tel.: Chancery 9158).

LONDON: INTERNATIONAL HEATING, VENTILATING & AIR CONDITIONING EXHIBITION (HEVAC) – April 15-24, 1964.
† Apply, Industrial Exhibitions Ltd., 9 Argyll Street, London, W.1. (Tel. Gerrard 1622).

LONDON: INTERNATIONAL HARDWARE TRADES FAIR – April 27-May 1, 1964.
* At Olympia. Apply, Universal Exhibitions Ltd., 74 Holland Park, London, W.1. (Tel. Park 7360 and 7723).

OUTSIDE EUROPE

Additions:

CHICAGO: ANNUAL CONVENTION AND EXHIBITION OF THE NATIONAL AUTOMATIC MERCHANDISING ASSOCIATION – September 7-10, 1963.
* Apply, National Automatic Merchandising Association, 7 South Dearborn Street, Chicago 1, Illinois.

CHICAGO: STATIONERY & OFFICE EQUIPMENT EXHIBITION – October 5-8, 1963.
* Apply, National Stationery & Office Equipment Association, 740 Investment Building, Washington 5, D.C.

LOS ANGELES: INTERNATIONAL AUTOMOBILE SHOW – October 25-November 3, 1963.
* Apply, Los Angeles Motor Car Dealers Association, 8721 Sunset Boulevard (Suite 300) Los Angeles, California.

CHICAGO: MOTOR SHOW – February 8-16, 1964.
* At McCormick Place. Apply, Chicago Automobile Trade Association, 35 East Wacker Drive, Chicago 1, Illinois.

Board of Trade Aid British Fashion Displays in Paris

THE BOARD OF TRADE are helping both the Fashion House Group of London and the British Fashion Export Group by providing certain facilities in connection with the showings of British ready-to-wear fashions which the two organizations are putting on separately in Paris next month. In collaboration with the Board of Trade, the British Fashion Export Group, which has been set up by the Apparel and Fashion Industry's Association, is organizing a display covering nearly 7,000 square feet at the Salon du Pret a Porter Feminin in Paris, April 27-May 6. This is an important ready-to-wear fashion trade fair which attracts buyers from all over Europe and from as far away as North America. About 20 British manufacturers will have their own individual stands and will be presenting their own individual fashion parades throughout each day during the period of the Salon.

The Board of Trade are also providing some facilities in connection with the presentation of ready-to-wear Autumn and Winter collections by the Fashion House Group of London at the Pre Catalan restaurant in the Bois de Boulogne, Sunday, April 28. Twenty-eight members of the group will take part, showing 250 models ranging from coats and casual wear to suits and ball gowns. Buyers are being invited from both sides of the Atlantic. The Paris showings precede the Fashion House Group's London Fashion Week, which opens on May 6.

British Caravans on Display in Sweden

THE BOARD OF TRADE are collaborating with the National Caravan Council in organizing a display of British caravans at the 46th International Swedish Trade Fair, Gothenburg, which opens on May 10. Thirteen manufacturers will take part in the official British display, which will occupy three separate open-air sites covering a combined area of over 13,800 square feet. There will be about 40 caravans in the display. They will be mainly of the lightweight, fast-touring variety, but there will be a few longer and heavier versions to interest the week-end holidaymaker or those wanting a mobile home.

The Board of Trade are also installing in the Fair as a separate exhibit an inquiry bureau to give information generally about British industry. It will be staffed by the British Consulate-General in Gothenburg. The International Swedish Trade Fair at Gothenburg is one of the country's major annual exhibitions, and attracts visitors, buyers and exhibitors from many parts of the world. It will close this year on May 19. The British display there follows a successful venture by the caravan industry at the British Trade Fair in Stockholm last year.

Britain exported more than £2 million worth of caravans last year. Sweden's share of this, totalled some £200,000, double the previous year's figure.

Manchester Stages 'Brighter Homes' Exhibition

ON MARCH 12, at Manchester City Hall, the Brighter Homes Exhibition, the oldest established show of its kind in the North of England, was opened. The show, which was open to the public, aimed at presenting the newest ideas in homemaking to the 200,000 expected visitors, and on view was everything for the home, including the kitchen sink. A wide variety of goods were temptingly displayed by 120 exhibitors consisting of manufacturers and retail distributors, and dominating the exhibition were three fully furnished and tastefully decorated homes, each of a different design.

Included in the many items of furniture, equipment and fabrics on view was a complete Bendix Home Laundry in a single compact unit and, for the man of the house, the stand of Badenia Calculators of London displayed a new space saving idea from Norway in the form of a cabinet which opened to reveal a fully fitted office for the home. Also of special interest was a venetian blind 'Do-It-Yourself' kit, produced by Light and Shade Industries Ltd., of Cheadle. This firm also offered a laundering and maintenance service which included collection, cleaning, oiling, replacing cords and re-installation.

Although an international flavour was added to the show with products from Germany, Switzerland, France, Kenya, Spain and the United States, the exhibition lacked visits from overseas buyers.

British Motor Industry's Impact at Geneva Show

THIS YEAR'S GENEVA MOTOR SHOW has lived up to its reputation of being the pace setter for the world's automobile industry. No less than six new models were launched at the show which opened on March 14 and closed on March 24, and 22 others, announced within the past few weeks, were given their first showing in Switzerland. Once again, British motor manufacturers were the most numerous, 23 different makes and 111 different models being on display. Although the Geneva show is considered an indicator of world trends in design and taste, it is at the same time a key to the Swiss market, and statistics published to coincide with its opening show encouraging improvements in British sales in 1962. During the year British exports of motor vehicles to Switzerland increased by 55·2 per cent. compared with increases in German and French sales of only 12 per cent. and 3 per cent. However, German and French manufacturers have been well established in the Swiss market for several years and their imports were still four times and one and a half times as high as ours. Prices, deliveries and adequate service and spare parts facilities are still the key to success, and if recent improvements are maintained the new models introduced this year should enable British manufacturers to obtain an even larger share of the market.

This year's Motor Show, the 33rd in the series which started in 1905, was devoted entirely to pleasure vehicles and their associated equipment. Commercial vehicles will in future alternate with cycles and motor cycles for inclusion in the Geneva event. This year there were 1,712 exhibitors from 20 nations, and they occupied 313,350 square feet of stands. Eighty-one different makes of motor cars were on display, 23 of them British, 16 American, 13 Italian, 10 German, 7 French, 3 Swiss, 2 each from Sweden and the U.S.S.R., and single entries from Belgium, Israel, Czechoslovakia and Japan. Only two British makes of motor cycles were shown, but 75 United Kingdom firms were represented in the accessories section and seven in the marine section.

Generalities are misleading, but the trend among new European models is still towards a compact, high performance car, whereas the American 'Compact' cars seem to be regaining their original dimensions and opulence. Two new versions of the Sunbeam Alpine, a sports tourer and a G.T. 'Hard-Top' were unveiled at the show, and excited considerable interest in the Press and among the speed-loving Swiss youth. The new Ford Cortina Estate Cars, in the 1,500 c.c. and 1,200 c.c. versions, were also shown for the first time and were favourably compared with Continental models in the same size and price ranges. The ingenious method of folding the rear seat in this model, to obtain maximum space for load carrying or camping, was generally admired. The Morris 1100 with its revolutionary hydraulic suspension, is already selling well in Switzerland, and together with the 850 c.c. Minis and Mini-Coopers will undoubtedly win further customers from the French, Germans and Italians. Standard-Triumph were more than satisfied with the interest shown in the new Spitfire Sports Car, which has sold well since its introduction a few months ago. The more powerful TR.4 and the Herald range are still proving very popular.

The British stands were quietly efficient, directing the visitors' attention to engineering features and unsurpassed finish of the cars themselves. As in previous years, Rolls Royce and Bentley had sold out all their exhibition models within hours of the official opening. The Jaguar stand was crowded with enthusiasts the whole day. Particular interest was shown in the record breaking car, rushed to Geneva from Monza, in which Geoffrey Duke and four other drivers set up four world records in a non-stop run of four days. Rover, in addition to the standard 3-litre models, were showing two versions of their elegant new 4-door Coupe, which bids fair to become popular. The Daimler V-8 cars, and the brand new Aston-Martin DB-4, which claim to be the world's fastest standard 4-seater aroused the interest of Swiss and foreigners alike.

It is not often that accessory makers receive a special mention in the motoring columns of the popular Press, but this distinction was achieved by the Joseph Lucas exhibits of the latest electronic aids to motoring – the transistorized ignition system designed to reduce wear on contact-breaker points, the self-dipping anti-dazzle rear mirror, and the parking light switch operated automatically at dusk by a photo-electric cell. Girling and Dunlop, between them, demonstrated that Britain leads the world in disc-brakes, and the latter was displaying what was claimed to be one of the world's largest standard tyres. Trico-Folberth again showed a complete range of screen-washers and wipers, including the new Aeramic screen-wiper designed to counteract side winds and fitted as standard equipment on the new Simca models. The new Golden Lodge sparking plug was displayed by the Swiss agents, and the Pye Radio-Telephone system for commercial fleets and private cars was demonstrated.

In the Caravan and Camping Section, under cover this year owing to the absence of commercial vehicles, British Caravans again showed their popularity. Sprite exhibited a full range of light and medium vans, and others in the medium and luxury range were shown by Car Cruiser, Car Light, Eccles, and Pemberton. Martin-Walters Dormobile Motorized Caravans were this year shown on the Volkswagen chassis only. The Martin-Walter 2-berth Camping Trailer also excited attention. In the Marine Section, Dowty Turbo Craft were again displayed by the Swiss agent, who reported continuing success with Lister-Blackstone and Coventry-Victor Marine Engines.

It is clear that British efforts over the past few years are at last bearing fruit; suspicion and prejudice are fast disappearing, and British products in the European market are now much closer to recovering the position of advantage which they occupied in the years following the war.

A general view of the International Motor Show at Geneva.

British Promotional Campaign Opens in Australia

By Gordon Husted, British Trade Commissioner, Melbourne.

THE SECOND International Trade Fair in Melbourne this year provided the venue for the opening of Britain's promotional campaign in Australia. The Commonwealth of Australia, with almost 11 million people, is Britain's second largest market and this position of importance has been recognized by the arrangements which have been made for promotions to be held in each of the State capital cities in Australia during the next eighteen months. Following the Trade Fair at Melbourne will be the 'British Weeks' in Adelaide (September, 1963); Hobart (March 1964); Brisbane (April, 1964); and Perth (May, 1964), culminating in the British Exhibition and Fortnight in Sydney in September/October, 1964.

Melbourne, the capital of Victoria and the second largest city in Australia, has a population of some 1,900,000. During the past 16 days, over 500,000 people have entered the British Pavilion at the Trade Fair. Such an attendance to an indoor exhibition, when on some days temperatures were in the 90s, and in a city where there are many counter attractions in the form of beaches, and annual carnival and sporting events and three TV stations, is a tribute to all those who worked so staunchly to make the British Pavilion a success. The reasons for this success can be attributed to the size, dignity and quality of the British display; to the fact that Britain has not staged a similar major effort for 35 years; and to the tremendous interest of Victorians in Donald Campbell's *Bluebird* car and boat.

Sir Robert Menzies (*right*), Prime Minister of Australia; Lord Simon (*centre*), Chairman of the Port of London Authority; and Mr. Gordon Husted, British Trade Commissioner, Melbourne; viewing the British Pavilion, Melbourne.

Ideal Premises

The British Pavilion occupied the new Western Annexe to the exhibition buildings and this in itself was a great advantage as the new halls are of excellent modern design with good lighting, ample height, and full facilities almost unencumbered by supporting columns. The rest of the exhibition buildings were constructed, for the most part, in 1880 for the First International Exhibition in Melbourne and are less adaptable for modern displays. The trade fair occupied a total space of over 200,000 sq. ft. and of this the British Pavilion absorbed 60,000 sq. ft.

Within the British Pavilion the products of over 200 British manufacturers were displayed on 48 individual stands, together with a further eight large display cases for cutlery. Other amenities included an air-conditioned cinema seating 50 people, an exhibitors' lounge, and a trade information bureau. The stands were by no means uniform in size or presentation and varied from 40 to 4,800 sq. ft. The range of commodities on display was wide, but the emphasis for maximum public appeal was on consumer, or domestic goods.

On the capital goods, or machinery side, considerable interest was shown by the public in the large stand of Vickers Ltd., who, by means of models and five projectors showing continuous and simultaneous film programmes, set out to portray to the public their vast range of activities. British United Shoe Machinery showed a production line on their stand, while B. Elliott displayed several machine tools in operation. Guest Keen Nettlefold Lysaght portrayed their Australian activities, while Norman Hutchinson, Edgar Allen, Richard Klinger, Copperad, and Eagle & Globe featured displays of iron and steel and manufactured products.

Holman's made a sound trade impact with the display of their pneumatic and drilling equipment and Ruston & Hornsby provided the heaviest exhibits in the shape of their excavators and Paxman plant. Office machinery was well represented in displays by Ferrograph, Rank-Xerox, and Gestetner; the last mentioned courteously taking responsibility for producing the British Pavilion *Daily News-Sheet* which was keenly sought by all exhibitors, and distributed to all press, radio and TV representatives.

Of interest, particularly to the male visitors, were the three Distillers Company stands of White Horse, Johnnie Walker, and John Dewar, all of whom had facilities for dispensing their whisky. British cars were well to the fore with two Jaguars, including the Mark X; the Rover Saloon and Land Rover; the Morris Major and Wolseley, for all of which many firm inquiries were received during the Fair. Possibly the most worried person at the Fair was the lady waiting to take delivery of the Mark X after the Fair ended.

Floor coverings always evoke keen interest in Victoria and the large stand of the Federation of British Carpet Manufacturers, on which the products of thirteen manufacturers were proudly displayed, was one of the highlights of the British Pavilion. James Halstead also achieved sound business results from their display of Polyflor tiles, while Nairn exhibited their range of linoleum and lino-tiles. Of close interest to the ladies were the furnishing fabrics displayed by the Cotton Board and the wallpapers by Wallpaper Manufacturers, both of which stands were very colourful and attractive.

The British Pottery Manufacturers' Federation had a grouped display involving seven individual stands and the range of British earthenware, china and some cut glass, attracted close attention and resulted in purchases being made of similar goods at Melbourne's leading retail stores. The unmanned cutlery displays provided a good feature, and the display of a vast number of watch straps by B. Prince attracted surprise at their variety. Washing machine demonstrations by Gala were well patronized.

For the handyman, the equipment offered by Kopsens was of interest, while the ladies usually lingered at the next stand, where Emu Wools showed their latest products. The excellent stand of the Port of London Authority evoked nostalgia and the large model of the dock facilities on the Thames was made a feature lesson by almost all geography teachers in Melbourne. The *Oriana* display in another corner, with simulated wave action, intrigued the children and there was always a crowd of young and old at the model railway working display on the Meccano stand. One stand which attracted a surprising attendance was that of Burge Electronic Organs, where the organists always received applause for their renderings.

The application of plastics to various domestic fixtures on the ICI stand made an interesting and attractive display particularly to builders and plumbers. Pye displayed their range of television equipment, *Black Boxes* and the Colston dish washers and attracted large crowds with their industrial TV camera and closed-circuit television. Overseas Telecommunications Commission stressed the partnership of Britain and Australia in telecommunications and the progress made with the Cantat, Compac, Seacom cables.

The Council of Industrial Design exhibit, with its two room settings, attracted favourable comment and was an ideal form of portraying modern British design as applied to the home. On this stand and in the accompanying showcases, selected products from 130 British manufacturers were to be seen.

The Bluebird

The biggest crowd pullers in the British Pavilion and, indeed, the drawcard of the whole Trade Fair, were Donald Campbell's *Bluebird* car and boat. Almost all Australians appear to be closely

British Promotional Campaign (*Continued*)

interested in Donald Campbell's venture. All day and every day, crowds gathered, particularly around the car, and many men were seen intently studying the special machine for cutting the salt lumps from the track at Lake Eyre, the individual components and technical drawings which were featured on separate units within the main Campbell display.

Most Melburnians were impressed – not only by the actual goods, but by the attractiveness and modern designs of the stands. It is commented freely that a new standard has been set for Melbourne and that future fairs will have to live up to the standards of the British Pavilion. A few stands were shipped direct from the United Kingdom – such as the Port of London Authority and the White Horse Inn – but the majority were constructed by local contractors working to detailed designs forwarded from London.

Other National Exhibits

In addition to the British Pavilion, the trade fair attracted other overseas participants including an attractive 30,000 sq. ft. pavilion by Italy; a 4,500 sq. ft. stand by Poland; the New Zealand arcade covering 3,500 sq. ft.; and a smaller (1,500 sq. ft.) but attractive display by Denmark. India had a small area as a tea centre and for the display of silks. Israel also featured a small stand. The United States, South Africa, and Germany featured trade and travel inquiry centres. A few goods from Japan, Hong Kong, Sweden, Switzerland, Papua and New Guinea were shown as national exhibits on small stands. The Australian exporters being grouped together in a prominent position could also be regarded as a national display.

The Pavilion served well in demonstrating to Victorians the keen interest of British manufacturers in the Australian market and the slogan, 'Proud of our heritage – we look to the future' featured in the displays, represents the impact made on both the trade and the public which should have lasting benefits in the years to come. While most exhibitors are already pleased with results, all have been pleasantly surprised that the expressions of interest they received have far exceeded their expectations.

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Overseas Trade Section

Trade and Financial Arrangements

U.K. Electricity Loan for Cyprus

UNDER THE Independence Settlement with the Republic of Cyprus, the British Government undertook to provide a loan for the extension of the electricity supply in the Island. Following negotiations between the two Governments, the British Government has agreed to make available a Commonwealth Assistance Loan of £2 million, repayable over a period of 20 years. The terms and conditions governing the loan will be those normally applicable under Section 3 of the Export Guarantees Act.

The Loan Agreement was formally signed on March 22, 1963, in Nicosia by Mr. Renos Solomides, the Minister of Finance, on behalf of the Government of Cyprus, Mr. Ali Dana, vice-chairman on behalf of the Cypriot Electricity Authority and by Sir Arthur Clark, British High Commissioner to Cyprus on behalf of the British Government.

The loan will be restricted to the purchase of British goods and services. A 'grace' period of five years on capital repayment will be allowed. The loan will be available to meet part of the external costs of extending the existing power station in Dhekelia, and of building a new power station at Moni with its associated transmission and distribution lines. The estimated total cost of the projects is about £12 million, of which £7½ million represents external costs. The I.B.R.D. is now considering a loan to meet the balance of the foreign exchange costs and is expected to make an announcement in the near future.

Czechoslovakia and Cuba

NEWSPAPER REPORTS in Prague indicate that a protocol on 1963 trade between Czechoslovakia and Cuba was signed in Prague on February 23.

No details of the protocol are available but the Press reports indicate that trade between the two countries should expand by 45 per cent. Cuba will supply Czechoslovakia with nickel, copper, chrome and manganese ores, tobacco, corded silk, synthetic fibres, sugar and fruit. Czechoslovakia will supply Cuba with plant and machinery, malt and consumer goods.

It is also reported that the delegations would meet again in April to discuss further expansion in trade.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855, Ext. 2632), quoting reference 2696G.

South Africa and Spain

A MOST-FAVOURED-NATION trade agreement between the Republic of South Africa and Spain was signed and came into operation on February 8, 1963.

Full details of the agreement are set out in Government Notice No. R.397, published in the Republic of South Africa *Government Gazette* of March 15, 1963, a copy of which is available for inspection at the Export Services Branch, Board of Trade, Room E.49, Hillgate House, 35 Old Bailey, London, E.C.4.

Tunisia and Hungary

THE TUNISIAN *Journal Officiel* dated February 15, 1963, announced the renewal, for a further period of one year from January 1, 1963, of the trade agreement of February 9, 1960. The French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E.38, Hillgate House, 35 Old Bailey, London, E.C.4.

Italy and Iraq

THE TRADE agreement between Italy and Iraq, signed in Baghdad on December 31, 1957, has been tacitly renewed for another year from March 1, 1963.

Austro-German Finance Compensation Agreement

THE AUSTRIAN Government have taken the necessary legislative and administrative action to give effect to the Agreement, the text of which is published as Item 283 in Issue No. 76 of the *Law Gazette* of the Austrian Republic.

In consequence the Austrian Government have allocated to the Assistance Fund (Hilfsfonds) an additional sum of 600 million AS to enable the Fund to pay compensation in respect of the loss of vocational or educational opportunities to victims of the Nazi Regime who on March 13, 1938, were Austrian nationals, or had been resident in Austria for a minimum period of ten years, or had been German nationals and emigrated from Austria for political or racial reasons.

Application forms can be obtained from Austrian Diplomatic Missions and Consular Offices, including the following:

Austrian Embassy, 18 Belgrave Square, London.

Applications must be submitted to the Hilfsfonds at Vienna II., Taborstrasse 4-6 before October 31.

Furthermore, an amendment to the Austrian Victims Welfare Law provides for increased rates of compensation in respect of political imprisonment and measures of detention sustained in the time from March 3, 1933 to May 9, 1945, and extends the notion 'political imprisonment' to include (*inter alia*) internment by one of the Powers at war with Germany.

Applications should be addressed to the 'Amt der Wiener Landesregierung, Magistratsabteilung 12, Wein I, Gonzagasse 23.' There is no time limit for this type of claim.

Victims of former German nationality who had been resident in Austria on March 13, 1938, and had emigrated from Austria have now become entitled to participate in the distribution of the sum of 550 million Schillings with which the Assistance Fund was endowed in 1956. Applications, for which forms are available as above, must likewise be submitted before October 31, 1963.

The United Arab Republic (Egypt) and India

THE trade agreement between Egypt and India signed on July 8, 1953, as amended by the Protocol of October 18, 1961, will remain in force until February 28, 1966, and will then be extended automatically for yearly periods unless cancelled.

Hints to Businessmen Visiting West Germany and other Countries

A REVISED edition of the Hints to Businessmen booklet on The Federal Republic of Germany and West Berlin will be published on April 5, 1963.

Revised editions of the booklets on the Sudan, Dominican Republic, Mexico and Jordan have also been published in the series. British businessmen who intend visiting those countries on export business can obtain copies of the booklets on application to the Directories and Notices Section, Board of Trade, Room 0348, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855, Ext. 2928).

British Commercial Representatives in Pakistan, Kenya and Nigeria

MR. K. W. CHESTERMAN, at present an Assistant British Trade Commissioner at Kingston, Jamaica, is to be appointed, and will shortly be taking up duty as British Trade Commissioner at Chittagong. He will replace Mr. P. C. Burdett, who is being transferred to Nairobi, Kenya.

Mr. C. E. Dymond, lately the principal British Trade Commissioner in Kenya, has been appointed Senior British Trade Commissioner in Nigeria. He is expected to take up his appointment early in April in succession to Mr. D. G. Stewart-Smith who is returning for duty with the Board of Trade.

British Commercial Representatives Overseas

IT IS strongly recommended that all commercial inquiries should be addressed initially to the nearest Regional Office of the Board of Trade (see list below) or to the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. Tel. City 5757. Telex – 25977. A great deal of overseas commercial information is on record and can be supplied immediately.

When travelling on business overseas a call on the nearest British Commercial Officer will be of considerable assistance to you, and prior notice of your visit given to the Board of Trade will enable him to prepare in advance the information which you need. The list is not exclusive but gives the names and addresses of full-time representatives in charge of offices.

The Board of Trade publishes a series of booklets 'Hints to Businessmen' for most of the countries listed. Copies may be obtained free of charge on application to the nearest Regional Office, to Export Services Branch or Directories and Notices Section, Room 0348, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855. Ext. 2928. Telex – 25955).

(C.G. = Consulate-General, C = Consulate, and V.C. = Vice Consulate. Unless overwise indicated, the telegraphic address of the following posts are:

(i) for Embassies and Legations – 'Prodrome', followed by the relevant town name;

(ii) for Consulates-General, Consulates and Vice-Consulates – 'Britain', followed by the relevant town name.)

AFGHANISTAN – Mr. H. H. Hale, Second Secretary (Commercial), British Embassy, KABUL. (Tel. 20512, 24856, 24956.)

ALGERIA – Mr. W. H. Lowson, M.B.E., First Secretary (Commercial) and Consul, British Embassy, 6 Avenue Foureau Lamy, ALGIERS. (Tel. 6566-82/3.)

ARGENTINA – Mr. T. E. Rogers, C.M.G., M.B.E., H.M. Minister (Economic), British Embassy, Edificio Britanico, Calle Reconquista 314, BUENOS AIRES. (Tel. 49-6681-7, 7 lines.)

AUSTRIA – Mr. A. C. Maby, C.B.E., H.M. Counsellor (Commercial) and Consul-General, British Embassy, 40 Reisnerstrasse, VIENNA 3. (Tel: 73.15.75/6/7.)

INNSBRUCK (C.) – Erlerstrasse 17/1. (Tel. 28320.)

AUSTRALIA – Mr. F. B. Arnold C.M.G., O.B.E., The Senior British Trade Commissioner in Australia, Commonwealth Avenue, Canberra, A.C.T., Australia. ('Senbricom, Canberra.') (Tel. U.2211.)

CANBERRA – Mr. H. W. Woodruff, British Trade Commissioner, Commonwealth Avenue, Canberra, A.C.T. ('Senbricom, Canberra.') (Tel. U.2211.)

SYDNEY – Mr. A. R. Bruce, C.M.G., O.B.E., The Principal British Trade Commissioner, London Assurance House, 16 Bridge Street, Sydney. ('Combritto, Sydney.') (Tel. 27-7521.)

MELBOURNE – Mr. J. W. Stoodley, The Principal British Trade Commissioner, Australia and New Zealand Bank Chambers, 224 Queen Street, Melbourne, C.1. ('Combrit, Melbourne.') (Tel. 67-7254 (4 lines).)

BRISBANE – Mr. N. A .Pinch, The British Trade Commissioner, M.L.C. Building, Corner Adelaide and Edward Streets, Brisbane. ('Combriton, Brisbane.') (Tel: 2-2307.)

PERTH – Mr. B. A. F. Pennock, The British Trade Commissioner, Prudential Building, 189 St. George's Terrace, Perth, Western Australia. ('Britcom, Perth.') (Tel: B.A. 2042/3.)

ADELAIDE – Mr. M. E. Browne, The British Trade Commissioner, F.C.A. Building, 15 Franklin Street, Adelaide. ('Britoncom, Adelaide.') (Tel. 51-4011, 51-4012.)

AZORES (C) – 7, Largo Cinco de Outubro, PONTA DELGADA. (Tel. 617.)

BELGIUM – Mr. J. R. Wraight, C.M.G., H.M. Counsellor (Commercial), British Embassy, 2 rue de Spa, BRUSSELS 4. (Tel. 13.18.50.) Telex No. 2026/221937 a/b Prodrome Brusls.)

ANTWERP (C.G.) – 105 Frankrijkler. (Tel. 32.69.40; 32.88.29.)

BOLIVIA – Mr. S. W. Martin, Second Secretary (Commercial), British Embassy, Avenida Arce 2732-2754, P.O. Box Casilla 694, LA PAZ. (Tel. 4350.)

BRAZIL – Mr. R. S. Isaacson, C.M.G., H.M. Minister (Commercial), British Embassy, Caixa Postal 669-ZC-00 (for mail); Praia do Flamengo 284-2° Andar (for visitors), RIO DE JANEIRO. (Tel. 25-7252.)

SAO PAULO (C.G.) – Mr. J. R. Cotton, C.M.G., O.B.E., H.M. Consul-General, British Consulate-General, Caixa Postal 846 (for mail); Rue Conselheiro Crispiniano, 72-4 Andar (for visitors), SAO PAULO. (Tel. 35-4131.)

BULGARIA – Miss D. G. Hammond, H.M. Vice-Consul and Commercial Secretary, British Legation, Boulevard Marshall Tolbukhin 65, SOFIA. (Tel. 85361 and 85362.)

BURMA – Mr. A. R. K. Mackenzie, H.M. Counsellor (Commercial), British Embassy, 80 Strand Road, P.O. Box 638, RANGOON. (Tel. 15700.)

BURUNDI – Mr. I. Murray, H.M. Ambassador, British Embassy, Old East House, 906 Avenue des Euphorbes, Boite Postale 1750, USUMBURA. (Tel. Usumbura 2105.)

CAMBODIA – Mr. L. A. Taylor, Second Secretary (Commercial), British Embassy, 96 Moha Vithei Preah Bat Norodom, Boite Postale No. 150, PHNOM PENH. (Tel. 3974, 3975.)

CAMEROON, FEDERAL REPUBLIC OF – Mr. D. J. Self, Commercial Secretary, British Embassy, Boite Postal 547, YAOUNDE. (Tel. 31-92.)

THE FEDERATED STATE OF EAST CAMEROON: Duala (V.C.) – Mr. L. E. Sturmey, Rue Joffre and Rue Castlenau, B.P. 4031, DUALA. (Tel. 46-27.)

THE FEDERATED STATE OF WEST CAMEROON: Buea (C.) – Mr. J. J. Balmain, H.M. Consul, British Consulate, BUEA. (Tel. Buea 119.)

CANADA – Mr. A. Currall, The Senior British Trade Commissioner in Canada, 56 Sparks Street, Ottawa. ('Sencom, Ottawa.') (Tel. CEntral 3-4085.)

OTTAWA – Mr. J. A. E. Smart, British Trade Commissioner, 56 Sparks Street, Ottawa. ('Sencom, Ottawa.') (Tel. CEntral 3-4085.)

MONTREAL – Mr. A. Heckle, The Principal British Trade Commissioner, 635 Dorchester Boulevard West, Montreal, 2, P.Q. ('Britcom, Montreal.') (Tel. UNiversity 6-3381.)

TORONTO – Mr. J. R. W. Wilby, C.M.G., The Principal British Trade Commissioner, 119 Adelaide Street West, Toronto. ('Toroncom, Toronto.') (Tel. EMpire 2-1223.)

VANCOUVER – Mr. W. K. Ward, The Principal British Trade Commissioner, Bank of Nova Scotia Buildings, 602 W. Hastings Street, Vancouver, 2, B.C. ('Vancom, Vancouver.) (Tel. 681-8381.)

WINNIPEG – Mr. R. Fox, The British Trade Commissioner, 4th Floor, 333 Broadway Avenue, Winnipeg, 1. Man. ('Wincom, Winnipeg') (Tel. W.H. 23153-4).

EDMONTON – Mr. G. R. Latham, The British Trade Commissioner, Imperial Bank Building, Jasper Avenue, Edmonton, Alberta. ('Edcom, Edmonton.') (Tel. GArden 4-0481/2/3/4.)

REGINA – Mr. M. W. R. Mustoe, Office of British Trade Commissioner, Room 207, Derrick Building, 2431 Eleventh Avenue, Regina. ('Regcom, Regina.') (Tel. LAkeside 7-6459.)

ATLANTIC PROVINCES – Mr. H. F. Codling, The British Trade Commissioner for the Atlantic Provinces, 5425 Spring Garden Road, Halifax, Nova Scotia. ('Halicom, Halifax.') Tel. Halifax 2-7488.)

CENTRAL AFRICAN REPUBLIC – Mr. R. B. Hammond, Second Secretary and Vice-Consul, British Embassy, Ave du 28 aout 1940. Boite Postale 178, 'Central Post Office', BRAZZAVILLE, Republic of Congo. (Tel. Brazzaville, 27-11 and 31-47.)

CEYLON – Mr. J. F. Saunders, M.B.E., The Principal British Trade Commissioner in Ceylon, P.O. Box 745, 2nd Floor, Hongkong Bank Building, Prince Street, COLOMBO. ('Tradcom, Colombo,') (Tel. 7298/9.)

CHAD – Mr. R. B. Hammond, Second Secretary and Vice-Consul, Ave du 28 aout 1940. Boite Postale 178, 'Central Post Office,' BRAZZAVILLE, Republic of Congo. (Tel. Brazzaville 27-11 and 31-47.)

CHILE – Mr. H. T. Kennedy, First Secretary (Commercial), British Embassy, P.O. Box 72-D (for mail); Bandera 227 (for visitors); SANTIAGO. (Tel. 61151-5.)

CHINA – Mr. L. S. Ross, First Secretary (Commercial), Office of the British Charge d'Affaires, 5 Kuang Hua Lu, Chien Kuo Men Wai, PEKING. ('Prodrome, Peking.') (Tel. 5-3931/5.)

SHANGHAI – Mr. D. R. A. Spankie, First Secretary (Commercial), The Office of the Counsellor at Shanghai of the British Charge d'Affaires in China, 33 Chung Shan Lu, Shanghai, E.1. ('Prodrome, Shanghai.') (Tel. 11489.)

(Continued on next page)

British Commercial Representatives Overseas (*Continued*)

COLOMBIA – Mr. M. K. Simpson-Orlebar, First Secretary (Commercial) and Consul, British Embassy, Carrera 8, No. 15-46, 6° piso, BOGOTA. (Tel. 411051 and 433203.)

CONGO REPUBLIC (FORMERLY BELGIAN CONGO) – Mr. B. W. Gordon, First Secretary (Economic/Commercial), British Embassy, 9 Avenue Beernaert, 5th Floor, Building Credit Congolaise, P.O. Box 8049, LEOPOLDVILLE. (Tel. 3483.)

ELISABETHVILLE (C) – British Consulate, Boulevard Elisabeth 727, P.O. Box 973. (Tel. 2434.)

CONGO, REPUBLIC OF (FORMERLY FRENCH CONGO) – Mr. R. B. Hammond, Second Secretary and Vice Consul, British Embassy, Ave du 28 aout 1940. Boite Postale 178, 'Central Post Office' BRAZZAVILLE. (Tel. Brazzaville 27-11 and 31-47.)

COSTA RICA – Mr. D. Reis, First Secretary (Commercial), British Embassy, Paseo Colon, 3202, Apartado 'U' SAN JOSE. (Tel. 5286.)

CUBA – Mr. P. M. Scott, H.M. Counsellor (Commercial), British Embassy, Apartada 1069 (for correspondence); Edificio Bolivar, Capdevila 101-103, 9° Piso (for visitors); HAVANA. (Tel. 61-5681/4.)

CYPRUS – Mr. L. Reid, The British Trade Commissioner, P.O. Box 678, Alexander Pallis Street, NICOSIA. (Tradcom, Nicosia'). (Tel. 73131-5.)

CZECHOSLOVAKIA – Mr. W. N. Hillier-Fry, First Secretary (Commercial) and Consul, British Embassy, Thunovska Ulice 14, Mala Strana, PRAGUE (Praha) 1. Tel. 66144, 66145.)

DAHOMEY – Mr. R. S. Faber, First Secretary and Consul, British Embassy, Immeuble L'Union Assurances Avenue Chardy, Abijan, Ivory Coast. Postal Address: Boite Postale 2581, ABIDJAN, Ivory Coast. (Tel. 66-15 and 66-16.)

DENMARK – Mr. C. B. B. Heathcote-Smith, C.B.E., H.M. Counsellor (Commercial) and Consul-General, British Embassy, 38/40 Kastelsvej, COPENHAGEN Ø. (Tel. Tria 6360.)

DOMINICAN REPUBLIC – Mr. G. W. Harding, First Secretary (Commercial) and Consul, British Embassy, No. 84 Avenida Independencia, SANTO DOMINGO. (Tel. 2-3128 and 2-3129.)

ECUADOR – Mr. R. J. Anthony, Commercial Secretary, British Embassy, Calle Gonzalez, Suarez, QUITO. Casilla 314 (for correspondence); opposite Hotel Quito (for visitors). (Tel. 30070/1/2/3/4.)

GUAYAQUIL (C). – Calle Malecon Simon Bolivar 1011 and Calle San Francisco, (for mail): P.O. Box 'K', P. Ycaza. (Tel. Guayaquil 708.)

EGYPT (UNITED ARAB REPUBLIC) – Mr. R. A. Daniell, O.B.E., H.M. Counsellor (Commercial), British Embassy, Kasr-El-Dubara, Garden City, CAIRO. (Tel. 20850.)

ALEXANDRIA (C.G.) – Mr. R. G. Dundas, C.B.E., H.M. Consul-General, British Consulate-General, Rue Iskander, El-Akbar No. 3. (Tel. 21246, 21247, 21248.)

EL SALVADOR – Mr. L. J. A. Parish, First Secretary and Consul, British Embassy, 13a Avenida Norte Continuacion Colonia Duenas, SAN SALVADOR. (Tel. 2667.) For correspondence: Embajada Britanica Apartado 601, SAN SALVADOR.

ETHIOPIA – Mr. M. B. Eaden, First Secretary (Commercial), British Embassy, Commercial Department, Premjee Building, Churchill Road, P.O. Box 858, ADDIS ABABA. (Tel. 11912 or 13050/7.)

ERITREA (C.) – Mr. J. K. Reuterdhal, O.B.E., H.M. Consul, British Consulate, Shoa Banin Building, Av. Haile Selassie, I, ASMARA. (Tel. 846-7.)

FINLAND – Mr. P. D. Stobart, M.B.E., H.M. Counsellor (Commercial), British Embassy, Korkeavuorenkatu 34, HELSINKI. (Tel. 12574-32826.)

FORMOSA – Mr. E. M. Smith, B.E.M., H.M. Deputy Consul, British Consulate, Chung Cheng Road, TAMSUI. (Tel. 2.)

TAIPEI (C) – H.M. Consul, British Consulate, 289 Chung An West Road, TAIPEI. (Tel. 42040.)

FRANCE – Mr. W. Harpham, C.M.G., O.B.E., H.M. Minister (Economic), British Embassy, 35 Rue du Faubourg St. Honore, PARIS, 8e. (Tel. Anjou 2710-2714; 0620-0624.)

[Commercial inquiries should be addressed to Mr. A. H. Birch, O.B.E., Counsellor (Commercial), Commercial Department.]

BORDEAUX (C.) – 15 Cours de Verdum. (Tel. 52-28-35, 52-28-36.)

CALAIS (V.C.) – 9-11 Rue Felix Cadras. (Tel. 34.45.48.)

LE HAVRE (C.) – 9 Quai George V. (Tel. 42.27.47.)

LILLE (C.) – 29 Rue Esquermoise, Boite Postale No. 16 (Bourse). (Tel. 57.01.77.)

LYONS (C.G.) – 15 Quai General Sarrail Lyons (Rhone). Tel. 24.31.53 24.57.38.)

MARSEILLES (C.G.) – 1 Rue d'Arcole. (Tel. Dragon 37.41.85/37.41.86/37.05.15.)

STRASBOURG (C.G.) – 5 Avenue de la Paix, B.P. 42. (Tel. 35.00.57.) (35.27.40.)

GABON – Mr. R. B. Hammond, Second Secretary and Vice-Consul, British Embassy, Ave du 28 aout 1940, Boite Postale 178 'Central Post Office,' BRAZZAVILLE, Republic of Congo, (Tel. Brazzaville 27-11 and 31-47.)

GERMANY – Mr. E. Melville, C.M.G., H.M. Minister (Economic), British Embassy, 77 Friedrich-Ebert Allee, BONN (53). (Tel. Bonn 22021.)

BERLIN (C.G.) – Uhlandstrasse 7-8, Charlottenburg 2, Berlin 12, (Tel. 935293-6.)

DUSSELDORF (C.G.) – Cecilienalle 16, (Tel. 434281-5.)

FRANKFURT (C.G.) – Zeppelinalle 47. (Tel. 773251-55.)

HAMBURG (C.G.) – Harvestehuderweg 8a. (Tel. 451351.)

HANOVER (C.G.) – Aegidientorplatz 1 (First Floor), (Tel. 26451.)

MUNICH (C.G.) – Akademiestrasse 7-9. (Tel. 338245/6/7.)

STUTTGART (C.G.) – Konigstrasse 45, (Tel. 293216/7, 293566.)

GHANA – Mr. L. Bevan, The Principal British Trade Commissioner in Ghana, Barclays Bank Building, High Street, ACCRA, (Postal address: P.O. Box 2649, Accra.) ('Tracom, Accra.') (Tel. 4651.)

GREECE – Mr. B. J. Garnett, C.M.G., O.B.E., H.M. Counsellor (Commercial) British Embassy, Gennadiou 4, ATHENS, 140. (Tel. 710621/2/3.)

PIRAEUS (V.C.) – 24 Akti Possidonos. (Tel. 41-345.)

SALONIKA (C.G.) – P.O. Box 332, 11 King Constantine Avenue. (Tel. 77-982 and 78006.)

GUATEMALA – Mr. P. W. J. Buxton, First Secretary (Commercial) and Consul, British Embassy, 11 Calle No. 3-27, P.O. Box 8, GUATEMALA CITY. (Tel. 24604, 27305, 21463.)

GUINEA – Mr. R. S. Jones, Third Sceretary (Commercial), British Embassy, 2eme Avenue (au 3eme Boulevard), Boite Postale 104, CONAKRY. (Tel. 28-26.)

HAITI – Mr. H. Niblock, H.M. Charge d'Affaires ad int. and First Secretary, British Embassy, Avenue Christophe/Rue Marcelin, P.O. Box 1302, PORT-AU-PRINCE. (Tel. 3488.)

HONDURAS, REPUBLIC OF – Mr. R. F. C. Hall, First Secretary and Consul, British Embassy, P.O. Box 290, 'Villa Lourdes', Avenida La Paz, TEGUCIGALPA. (Tel. 1357.)

HONG KONG – Mr. A. Wooller, The British Trade Commissioner, P.O. Box 528, 1037-1040, 10th Floor, Alexandra House, HONG KONG, ('Uktrade, Hong Kong.') (Tel. 36086/7.)

HUNGARY – Mr. J. D. Lewis, Commercial Secretary, British Legation, 6 Harmincad Utca, BUDAPEST V. (Tel. 182-880.)

ICELAND – Mr. A. F. Comfort, First Secretary and Consul, British Embassy, Laufasvegur 49, REYKJAVIK. (Tel. 15883-4.)

INDIA – Mr. H. Bailey, C.M.G., The Senior British Trade Commissioner in India, Chanakyapuri, New Delhi 21. ('Tradcom, New Delhi'.) (Tel. New Delhi 30171, 20 lines.)

DELHI – Mr. R. Fell, The British Trade Commissioner, Chanakyapuri, New Delhi 21. ('Tradcom, New Delhi'.) (Tel. New Delhi 30171, 20 lines.)

CALCUTTA – Mr. M. J. Marshall, The Principal British Trade Commissioner, P.O. Box 9077, 1 Harrington Street, Calcutta, 16. ('Tradcom, Calcutta.') (Tel. 44-5171.)

BOMBAY – Mr. S. C. Stout, The Principal British Trade Commissioner, P.O. Box 815, Mercantile Bank Buildings, Mahatma Gandhi Road, Fort, Bombay, 1. ('Tradcom, Bombay.') (Tel. 255391 to 255396.)

MADRAS – Mr. F. F. D. Ward, M.B.E., The British Trade Commissioner, P.O. Box 1575, 6 Armenian Street, Madras, 1. ('Britracom, Madras.') (Tel. 23941.)

INDONESIA – Mr. P. R. Oliver, H.M. Counsellor (Commercial), British Embassy, Djalan Thamrin 75, DJAKARTA. (Tel. Gambir 3821, 3841 and 3861 and Otomat Gambir 62531 and 62546 (all to the same switchboard.)

MEDAN (C.) – No. 18 Djalan Djakarta, P.O. Box No. 163. (Tel. 2050.)

SURABAYA (C.) – c/o Maclaine, Watson and Co., 15 Djalan Djambatan Merah, P.O. Box 118. (Tel. Utara 1161 and 2953.)

IRAN – Mr. D. H. Clibborn, H.M. Counsellor (Commercial), British Embassy, Avenue Firdausi, TEHERAN. (Tel. 45011 to 45014 and 45017.)

KHORRAMSHAHR (C.) – Mr. J. G. Whittall, H.M. Consul, P.O. Box 59, Avenue Pahlavi, Khorramshahr. (Tel. Khorramshahr 3144, 2873.)

IRAQ – Mr. A. K. Rothnie, H.M. Counsellor (Commercial), British Embassy, Sharia Salah Ud-Din, Karkh, BAGHDAD. (Tel. 32121.)

BASRA (C.G.) – River Front, Ashar, P.O. Box 6, Basra. (Tel. 32121.)

IRISH REPUBLIC – Mr. G. L. Pearson, M.C., British Trade Commissioner, 30 Merrion Square, DUBLIN, 2. ('Dubcom, Dublin.') (Tel. Dublin 65678/9.)

ISRAEL – Mr. R. L. Wade-Gery, First Secretary (Commercial), British Embassy, 192 Hayarkon Street, TEL AVIV. (Tel. 220157/8/9.)

HAIFA (C.G.) – 5 St. Luke's Street, P.O. Box 1898. (Tel. 52226-8.)

ITALY – Mr. J. S. Rooke, C.M.G., O.B.E., H.M. Counsellor (Commercial), British Em-

British Commercial Representatives Overseas (*Continued*)

bassy, Villa Wolkonsky, Via Conte Rosso, 25, ROME. (Tel. 776551/1/2/3/4/5/6.)
MILAN (C. G.) – Mr. W. R. N. Maxwell, H.M. Consul (Commercial), British Consulate-General, Via Gabba la. (Tel. 862.490/2.)
FLORENCE (C.) – Palazzo Castelbarco, 2 Lungarno Corsini. (Tel. 284133 and 272594.)
GENOA (C.G.) – Via Fieschi 8-12. (Tel. 54833/6.)
MESSINA (V.C.) – Palazzo I.N.A., Via I Septembre 54. (Tel. 10135.)
NAPLES (C.G.) – 122 Via Francesco Crispi. (Tel. 382482, 385641.)
PALERMO (C.) – Palazzo Vassallo, Via Marchese di Villabianca. (Tel. 253364-253366.)
TURIN (C.) – Via Bogino 31. (Tel. 46908.)
VENICE (C.) – P.O. Box No. 469, Accademia 1051, Dorsoduro. (Tel. 27408, 27207.)

IVORY COAST – Mr. R. S. Faber, First Secretary and Consul, British Embassy, Immeuble L'Union Assurances, Avenue Chardy, ABIDJAN. Postal address: Boite Postale 2581, Abidjan, Ivory Coast. (Tel. 66-15 and 66-16.)

JAMAICA – Mr. J. N. McKelvie, The British Trade Commissioner in Jamaica, P.O. Box 393, Barclay's Bank Building, King Street, Kingston, JAMAICA. ('Britcom, Kingston.') (Tel. Kingston 23171.)

JAPAN – Mr. C. G. Harris, H.M. Counsellor (Commercial), British Embassy, 1 Ichibancho, Chiyoda-ku, TOKYO. (Tel. 331-5551.)
OSAKA – Mr. R. S. Milward, H.M. Consul (Commercial), British Consulate-General, Hongkong and Shanghai Bank Building, 4-chome, 45 Awajimachi, Higashi-ku. (Tel. Kitahama (23)-3355/6/7.)
YOKOHAMA (C.) – H.M. Consul, British Consulate, 3 Nikon-Odori, Nakaku. (Tel. 20-1570.)
KOBE (C) – H.M. Consul, British Consulate, Chartered Bank Building, 9a Kaigandori, Ikuta-Ku (Tel. Motomachi 3-7957.)

JERUSALEM
ISRAELI SECTOR – Mr. R. L. Wade-Gery, First Secretary (Commercial), British Embassy, 192 Hayarkon Street, TEL AVIV. (Tel. 220157/8/9.)
JORDANIAN SECTOR – Mr. E. G. Rowe, H.M. Commercial Attache, British Embassy, P.O. Box 87, AMMAN. (Tel. 41261/6.)

JORDAN, HASHEMITE KINGDOM OF – Mr. E. G. Rowe, H.M. Commercial Attache, British Embassy, Third Circle, Jebel Amman, P.O. Box 87, AMMAN. (Tel. 41261/6.)

KENYA – Mr. B. W. Meynell, The Principal British Trade Commissioner in Kenya, P.O. Box 30133, First Floor, Cotts House, Eliot Street, NAIROBI, Kenya. ('Britishers, Nairobi') (Tel. 25808/9.)

KOREA – Mr. J. H. Bailey, Second Secretary (Commercial) British Embassy, No. 4 Chong Dong, Sodaimoon-Ku, SEOUL. (Tel. 20041, 20042 and 20043.)

KUWAIT – Mr. A. B. Ball, First Secretary (Commercial), British Embassy, Burgan House, Jahra Gate, P.O. Box No. 300, KUWAIT. ('Britain, Kuwait.') (Tel. 39221.)

LAOS – Mr. B. G. Gane, Third Secretary, British Embassy, P.O. Box 224, VIENTIANE.

LEBANON – Mr. J. S. A. Selwyn, O.B.E., First Secretary (Commercial), British Embassy, Avenue de Paris, BEIRUT. (Tel. Beirut 21550-53.)

LIBERIA – Mr. F. C. Hensby, First Secretary (Commercial) and Consul, British Embassy, P.O. Box 120, 'Mamba Point,' MONROVIA. (Tel. 464.)

LIBYA – Tripolitania and Libya as a whole: Mr. D. R. Collard, First Secretary (Commercial), British Embassy in Libya, 30 Sciara Adrianpelt, TRIPOLI, Libya. (Tel. 31191.) For Cyrenaica only: Mr. J. E. Wyke, Second Secretary, British Embassy in Libya, Sharia Omar Scennib 15-17, BENGHAZI. (Tel. 2118/2119/2120.)

LIECHTENSTEIN – H.M. Consul - General, ZURICH (for routine commercial inquiries covering Liechtenstein); H.M. Counsellor (Commercial), British Embassy, BERNE (for other inquiries).

LUXEMBOURG – Mr. J. R. Wraight, C.M.G., H.M. Counsellor (Commercial), British Embassy, 16 Boulevard F. D. Roosevelt, LUXEMBOURG. (Tel. 233-44, 237-34, 286-66.) (Telex No. Luxem 443 a/b Prodrome Lux.)

MACAO – H.M. Consul, British Consulate, 3, Calcado Do Gaio, MACAO. (Tel. 3913.)

MADEIRA (C.) – 5, Avenida Dr. Manuel d'Arriaga, FUNCHAL. (Tel. 1221.)

MALAGASY REPUBLIC (MADAGASCAR) – Mr. M. J. M. Pitchen, Commercial Attache, British Embassy, 19 Rue Amiral Pierre, Boite Postale 167, TANANARIVE. (Prodrome, Tananarive.') (Tel. 06-50.)

MALAYA, FEDERATION OF: SINGAPORE – Mr. J. R. Cross, the Senior British Trade Commissioner in The Federation of Malaya and in Singapore and the Borneo Territories, P.O. Box 577, 9th Floor, Police Co-operative Building, 1, Jalan Suleiman, Kuala Lumpur. ('Uktradcom, Kuala Lumpur.') (Tel. 81901, six lines.)
KUALA LUMPUR – Mr. R. L. Sutton, British Trade Commissioner, P.O. Box 577, 9th Floor, Police Co-operative Building, 1, Jalan Suleiman, Kuala Lumpur. ('Uktradcom, Kuala Lumpur.') (Tel. 81901, six lines.)
SINGAPORE – Mr. L. A. C. Newns, The British Trade Commissioner, P.O. Box 620, 5th Floor, Union Building, Singapore. ('Britradcom, Singapore.') (Tel. 95016 and 95017.)

MALI – Mr. G. F. Finlayson, First Secretary and Consul, British Embassy, Rue Guegnan, Bamako. Postal address: Ambassade de Grande Bretagne, Boite Postale 110, BAMAKO. (Tel. 23.56 and 33.56.)

MARTINIQUE (C.) – Mr. L. Devaux, H.M. Consul, British Consulate, P.O. Box 335, 52 Rue Perrinon, Fort-de-France. (Tel. Martinique 3813.)

MAURITANIA, ISLAMIC REPUBLIC OF – Mr. D. M. March, Second Secretary (Commercial), British Embassy, Rue du Docteur Guillet, B.P. 6025, DAKAR, SENEGAL. Tel. 22383) (Telex No.: Dakar 067 a/b PRO. DKR.)

MEXICO – Mr. D. H. T. Hildyard, D.F.C., H.M. Counsellor (Commercial), British Embassy (Commercial Section), Lerma 71, Colonia Cuauhtemoc, MEXICO CITY 5, D.F., P.O. Box 96 Bis. ('Prodrome, Mexico City.') (Tel. 36-79-71.)

MOROCCO:
RABAT – Mr. K. B. Gibson, M.B.E., First Secretary (Commercial), British Embassy, 6 Avenue de Fez, Boite Postale 45. (Tel. 20905/6.) (Telex No. 31022 a/b Prodrome Rabat.)
CASABLANCA (C) – Mr. E. B. Dawson-Moray, H.M. Consul, British Consulate, 60 Boulevard d'Anfa, Boite Postale 762. (Tel. 614.41.)
TANGIER (C.G.) – Mr. L. A. P. Barker, M.B.E., H.M. Consul, British Consulate-General B.P. 2033 (Socco), 52 Rue Angleterre. (Tel. 15895/6/7.)

NEPAL – Mr. G. H. Clarke, C.M.G., H.M. Ambassador, British Embassy, Lain Chaur, P.O. Box No. 106, KATMANDU.

NETHERLANDS – Mr. E. A. Midgley, M.B.E. H.M. Counsellor (Commercial), British Embassy, Commercial Department, Lange Voorhout 32, The Hague. (Tel. 182660-1-2-3-4.) (Telex No. The Hague 31600 a/b Prodrome Hague.)
AMSTERDAM (C.G.) – 460 Heerengracht. (Tel. **23** 32 29 & **23** 34 90.)
ROTTERDAM (C.G.) – 18 Parklaan. (Tel. 131555 and 138762.)

NETHERLANDS ANTILLES – Mr. E. F. Wise, O.B.E., H.M. Consul, British Consulate, Kerkstraat 8, Willemstad, CURAÇAO. (Tel. 12202 and 11090.)

NEW ZEALAND – Mr. C. G. Cruickshank, The Senior British Trade Commissioner in New Zealand, P.O. Box 369, Government Life Insurance Building, Customhouse Quay, Wellington, C.1. ('Wellingcom, Wellington.') (Tel. 46-060.)
WELLINGTON – Mr. G. C. Dick, British Trade Commissioner, P.O. Box 369, Government Life Insurance Building, Customhouse Quay, Wellington, C.1. ('Wellingcom, Wellington.') (Tel. 46-060.)
AUCKLAND – Mr. J. D. Leithead, The British Trade Commissioner, P.O. Box 1476, 56-58 Shortland Street, Auckland, C.1. ('Tradcom, Auckland.') (Tel. 43-473 and 20-692.)
CHRISTCHURCH – Mr. A. Vine, The British Trade Commissioner, P.O. Box 1762, 112 Hereford Street, Christchurch. ('Tradcom, Christchurch.') (Tel. 30-822.)

NICARAGUA – Mr. W. H. J. Chippendale, First Secretary and Consul, British Embassy, Bank of London and Montreal, 208 Avenida Roosevelt, MANAGUA. (Tel. 5301.2.) (For letters: Apartado 13, Managua.)

NIGER, REPUBLIC OF – Mr. R. S. Faber, First Secretary and Consul, British Embassy, Immeuble L'Union Assurances, Avenue Chardy, ABIDJAN, Ivory Coast, Postal address: Boite Postale 2581, Abidjan, Ivory Coast. (Tel. 66-15 and 66-16.)

NIGERIA – Mr. D. G. Stewart-Smith, The Senior British Trade Commissioner in Nigeria, Kajola House, 62-64 Campbell Street, Lagos. (Postal address: Private Mail Bag 2060, G.P.O. Lagos, Nigeria) ('Tradcom, Lagos.') (Tel. 26441.)
LAGOS – Mr. J. S. Sadler, British Trade Commissioner, Kajola House, 62-64, Campbell Street, Lagos (Postal address: Private Mail Bag 2060, G.P.O., Lagos, Nigeria.) ('Tradcom, Lagos.') (Tel. 26441.)
ENUGU – Mr. D. H. Mather, The British Trade Commissioner, P.O. Box 324, Garden Avenue, Enugu. ('Tradcom, Enugu.') (Tel. Enugu 3216.)
IBADAN – Mr. J. R. Bolton, The British Trade Comissioner, Co-operative Bank Building, Lebanon Street, Ibadan. (Postal address: Private Mail Bag 5061, Ibadan.) ('Tradcom, Ibadan.') (Tel. 21551.)
KADUNA – Mr. G. J. Swaffield, The British Trade Commissioner, Private

(*Continued on page vi*)

Letters of Appreciation

How Official Services Help U.K. Exporters

The letters quoted below have been sent by U.K. businessmen to home or overseas officers expressing appreciation for their assistance in furthering export business.

SANTA CRUZ

I should like to express my appreciation and thanks for the advice and services rendered when I was in Santa Cruz on business.

I am glad to be able to tell you that as the outcome of a conversation with a Spanish businessman, when you acted as interpreter, there are already positive indications that increased business will transpire.

Carter & Parker Ltd., Guiseley, Yorks.

LAGOS

This is to tell you that we have been to the Council of Industrial Design and have obtained all the necessary contacts we need for the furnishing and equipping of the Ikoyi Hotel, Lagos.

It was very kind of you to take so much trouble on my behalf, and I appreciated your courtesy. You may rest assured that all the equipment and furnishings for the Ikoyi will be British.

Nigeria Hotels Ltd., Lagos.

PANAMA

I would like to take this opportunity of extending my warmest thanks for the courtesy shown by you to Mr. C. S. Foot, our Latin American representative, when he visited Panama last month.

I would like to add that Mr. Foot is most appreciative of the help you gave him, and my only hope is that business will come to this company as a result of your efforts.

Ward Blenkinsop & Co. Ltd., Wembley.

VIENNA

Our Overseas Sales Manager has recently paid a visit to Vienna to investigate the possibilities of developing our sales to the Austrian market, and has paid warm tribute to the excellent facilities placed at his disposal by the Commercial Counsellor at the British Embassy and the helpful advice he received. This assistance proved to be invaluable and made a significant contribution to the satisfying results of the visit.

We have, of course, on many previous occasions used the services provided by the Board of Trade through its Commercial Officers overseas, who can help in countless ways to smooth the path for any British exporter.

Meccano Ltd., Liverpool.

Mr. Alan Green (right), Minister of State, Board of Trade, at Jersey-Kapwood Ltd.'s factory at Nottingham. With him are Mr. Anthony Wood (left) and Mr. Richard A. Pell, joint managing directors of the firm.

To commemorate the supply of 14,000,000 new coins minted by the Royal Mint in London for the Panamanian Government (see *Board of Trade Journal*, November 16, 1962 page 985). Mr. G. E. Vaughan, H.M. Ambassador in Panama (second left) presented a specimen set to H. E. the Minister of Finance Dr. Gilberto Arias (extreme left) at a reception held earlier this year. Five other specimen sets were presented to other Panamanian Officials. Also in the photograph are Sr. Alejandro Reniou, Controller General (third left) and Mr. G. L. Bullard, First Secretary (extreme right), British Embassy, Panama.

NEW DELHI

Miss M. Durrant, who seemed unusually well-informed on consulting engineering matters, was kind enough to see me in your absence. During our conversation she handed me a copy of an engineering services brochure prepared by Messrs. ——, with whom we had had discussions. We have studied this document with interest.

Kennedy & Donkin, London.

KINGSTON

We wish to express our sincere thanks to your office for the very prompt dispatch of the Jamaican Government Public Relations Office press release. This information has enabled us to keep right up to date with events on the importation of TV receivers into the Island. We would like to mention that yours is the only source so far on this particular press release.

Pye Ltd., Cambridge.

BANGKOK

I would like to thank you for the courtesy extended to me during my trip. I am glad to say that I have successfully concluded an arrangement with ——

Foamite Ltd., Feltham, Middx.

Letters of Appreciation (*Continued*)

Mr. J. D. Leithead, (seated on scooter), British Trade Commissioner at Auckland, at a ceremony held recently to mark the first New Zealand production of Triumph 'Tigress' scooters by V.M. Motors Ltd., Otahuhu. The scooters have a 65 per cent. British content. With him is Mr. W. White, managing director of W. White (Auk.) Ltd., distributors of the scooter in New Zealand.

This is just to say thank you for the kind assistance given to me on my first visit to Bangkok.

Your help was very acceptable to a stranger in a strange city and it is comforting to English business men to know that they have such a help at their disposal.

John C. Small & Tidmas Ltd., Nottingham

AUSTRALIA

May I say that both Mr. Lee and I appreciate what you and your department have to offer to such companies as ours in Australia and I must assure you, too, that we will not hesitate to avail ourselves of such services whenever the occasion should arise.

Edgar Allen & Co. Ltd., Sheffield

On behalf of our company, the writer wishes to express his great appreciation for the assistance given on his recent visit to Melbourne, for the valued advice, information and practical help in the assessment of the development of our interests in Australia.

Peglers Limited, Doncaster

Having now returned to normal conditions, I wish to place on record my appreciation of the services that were offered by you and your staff during my recent visit. In the short time I had available, without your help I certainly could not have gained as much insight into the conditions as I did.

R. A. Neaverson Ltd., Leicester

BERNE

A line to thank you for the assistance you gave me during the course of my recent visit to Berne. The market report that had been prepared by your Market Officer was absolutely invaluable and I found it of tremendous help.

Ditchburn Vending Machines Ltd., Lytham

We thank you for your letter giving us details of the market for prepared dog foods in Switzerland. We are very grateful to you for the trouble you have taken in answering our questionnaire so fully.

Mullard Overseas Limited, London

We thank you for your letter and are most appreciative of the very detailed information which you have given us.

We are trying to make a special effort in EFTA territories and will be investigating all the contacts which you have given us through the medium of our agent within the course of the next week or so.

Mullard Overseas Limited

CASABLANCA

Thank you for your letter giving the names and addresses of importers in Casablanca likely to be interested in high-class worsted cloth. I have passed this information on to our members and if continuing business should result, will probably have to approach you again for a suitable agent.

National Wool Textile Executive, Bradford

We thank you for your letter and the information you have given us has proved to be very interesting. If in the near future there should be any further boxmakers we would be glad of any advance information you can give us.

Soag Machinery Company, London

Many thanks for your letter including lists of potential importers.

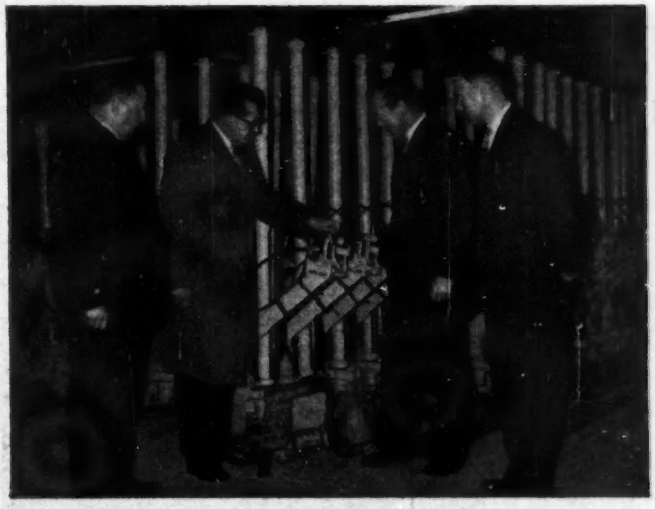
We will approach some of the firms on the list and we apologize for not having had an opportunity of acknowledging your letter earlier.

Stanhay (Ashford) Ltd., Kent

Very many thanks indeed for your letter and for kindly listing the names of companies who might possibly be interested in importing filled aerosol packs.

Should any of the firms show an interest we may then come back to you to request a status report. We hope that by tackling the problem in this way and only asking for status reports on companies who are genuinely interested, we can approach the market in a manner which is most economical in time to us all.

Aerosol Packaging Co. Ltd., Bracknell



Mr. T. A. Cooper (second right), British Trade Commissioner at Accra, examining a Twose hydraulic hedgetrimmer during a recent visit to E. V. Twose (Manufacturing) Ltd., and Stenner of Tiverton Ltd. Both firms do substantial export business with Ghana in agricultural machinery and sawmilling machinery. With him are (left to right) Mr. W. P. Authers, Mr. R. W. H. Lockyer, E. V. Twose Manufacturing Ltd., and Mr. R. J. Piercey, Stenner of Tiverton Ltd.

British Commercial Representative Overseas (*Continued from page* iii)

Mail Bag 2078, Ahmadu Bello Way (ex. Prince Edward's Way), Kaduna. ('Tradcom, Kaduna.') (Tel. 2046-7.)

NORWAY – Mr. P. J. E. Male, H.M. Counsellor (Commercial), Commercial Department, British Embassy, Drammensveien 4, OSLO. (Tel. 41 02 40.)
BERGEN (C.) – Slottsgaten 1. (Tel. 10990.)

PAKISTAN – Mr. R. W. B. Carter, The Senior British Trade Commissioner in Pakistan, 1st Floor, Finlay House, McLeod Road, Karachi. ('Tradcom, Karachi.') (Tel. 34041/2/3.)
KARACHI – Mr. S. N. Burbridge, British Trade Commissioner, 1st Floor, Finlay House, McLeod Road, Karachi. (Tradcom, Karachi.') (Tel. 34041/2/3.)
LAHORE – Mr. L. F. Hope, The British Trade Commissioner, P.O. Box 287, First Floor, Gardee Trust Building, Napier Road, Lahore, West Pakistan. ('Tradcom, Lahore.') (Tel. 2520.)
DACCA – Mr. W. J. Cheeseman, The Principal British Trade Commissioner, Adamjee Court, Motijheel, P.O. Box 90, Ramna, Dacca, East Pakistan. (Britradcom, Dacca.') (Tel. 4216-8.)
CHITTAGONG – Mr. P. C. Burdett, The British Trade Commissioner, P.O. Box 19, Chamber of Commerce Building, Quaid-e-Azam Road, Chittagong, East Pakistan. ('Britradcom, Chittagong.') (Tel. 5971 and 5972.)

PANAMA – Mr. G. L. Bullard, First Secretary and Consul, British Embassy, Via Espana 120, PANAMA CITY. (Tel. PAnama 30453.)
COLON (C.) – P.O. Box 2107, Cristobal, Colon. (Tel. COlon 3-0451.)

PARAGUAY – Mr. C. R. Wrigley, First Secretary and Consul, British Embassy, Casilla de Correo 404 (for correspondence); 25 de Mayo 171 (for visitors); ASUNCION. (Tel. 9146.)

PERSIAN GULF SHAIKDOMS:

BAHRAIN, QATAR, TRUCIAL STATES, MUSCAT & OMAN generally: Mr. J. P. Tripp, First Secretary (Economic), British Residency, P.O. Box No. 3 Bahrain. ('Prodrome, Bahrain') (Tel. Manama (Bahrain) 8221/2/3.)
BAHRAIN (only) – Commercial Officer H.M. Political Agency, No. 14, First Floor, Yateem's New Building, Al Khalifah Road, Manama, P.O. Box No. 114, Bahrain. ('Political, Bahrain.') (Tel. Manama (Bahrain) 3594.)
QATAR – Commercial Officer, British Political Agency, P.O. Box 3, Doha. ('Political, Qatar.') (Tel. 3272.)
TRUCIAL STATES (except Abu Dhabi) – Commercial Officer, British Political Agency, Dubai. ('Political, Dubai.') (Tel. 4225.)
ABU DHABI – Commercial Officer, British Political Agency, Abu Dhabi.
MUSCAT & OMAN – H.M. Consul-General, Muscat. ('Political, Muscat.') (Tel. Muscat 271.)
KUWAIT – See under KUWAIT.

PERU – Mr. A. H. Spire, First Secretary (Commercial), British Embassy, P.O. Box 854 (for mail); 5th Floor, Edificio Republica, Paseo de la Republica 111 (for visitors); LIMA. (Tel. 39820.)

PHILIPPINES REPUBLIC – Mr. E. C. Kitson, First Secretary (Commercial), British Embassy, P.O. Box 295, 8th Floor, L. & S. Building, 1414 Dewey Boulevard, MANILA. (Tel. 5-24-61.)

POLAND – J. A. Dobbs, C.B.E., T.D., First Secretary (Commercial), British Embassy Aleja Roz 1, WARSAW. (Tel. 81001-5.)

PORTUGAL – Mr. T. C. Sharman, O.B.E., H.M. Counsellor (Commercial), British Embassy, Rua de S. Domingos, a Lapa, 35-39, LISBON 3. (Tel. 661191-661195.)
OPORTO (C.G.). – Palacio Atlantico, 7th Floor, Praco D. Joao 1. (Tel. 22442/3.)

PORTUGUESE EAST AFRICA – Mr. F. H. Crowther, H.M. Consul-General, British Consulate-General, 62 Avenida Augusto do Castelho (P.O. Box 55.) LOURENCO MARQUES. (Tel. 6011/2.)
BEIRA (V.C.) – Casa Infante de Sagres, P.O. Box 11, (Tel. 2032.)

PORTUGUESE GUINEA – (vacancy.)

PORTUGUESE WEST AFRICA – Mr. J. C. Wardrop, C.B.E., H.M. Consul-General, British Consulate-General, Rua Diego Cao No. 4, Caixa Postal No. 1244, Luanda, ANGOLA. (Tel. 2487.)

RHODESIA – Mr. G. W. Brazendale, C.M.G., The Principal British Trade Commissioner in The Federation of Rhodesia and Nyasaland, P.O. Box 984, R.T.A. House, Baker Avenue, SALISBURY. ('Tradcom, Salisbury.') (Tel. 28381/2.)

ROUMANIA – Mr. C. W. Squire, First Secretary (Commercial), British Legation, 24 Strada Jules Michelet, BUCHAREST. (Tel. 11:16:35/6.)

RWANDA – Mr. J. Murray, H.M. Ambassador, British Embassy, Old East House, 906, Avenue des Euphorbes, Boite Postal 1750, USUMBURA, Burundi. (Tel. Usumbura 2105.)

SAUDI ARABIA – Mr. D. A. Hamley, First Secretary (Commercial), British Embassy, JEDDA.

SENEGAL – Mr. D. M. March, Second Secretary (Commercial), British Embassy, Rue du Docteur Guillet, B.P. 6025, DAKAR. (Tel. 22383.) (Telex No. Dakar 067 a/b PRO.DKR.)

SIERRA LEONE – Mr. J. L. Beaven, Second Secretary (Commercial), Office of the British High Commissioner, Private Mail Bag c/o G.P.O. Freetown. (For visitors) B.W.A. Building, Oxford Street, FREETOWN. (UKREP, Freetown.) (Tel. 3961/3966, six lines.)

SOUTH AFRICA, REPUBLIC OF – Mr. D. A. Bryan, C.M.G., O.B.E., H.M. Minister (Commercial), British Embassy, 6, Hill Street, Pretoria. (Prodrome, Pretoria.) (Tel. 74-3121.)
PRETORIA – Mr. P. S. Ziegler, First Secretary (Commercial), British Embassy, 6 Hill Street, Pretoria. (Prodrome, Pretoria.) (Tel. 74-3121.)
CAPE TOWN (C.G.) – Mr. F. S. Fielding, H.M. Consul (Commercial), 11th and 12th Floors, African Life Centre, 2 St. Georges Street, P.O. Box 500, Cape Town. (Britain, Cape Town.) (Tel. 3-7266/9.)
JOHANNESBURG (C.G.) – Mr. J. Currie, C.M.G., O.B.E., H.M. Consul-General, 8th Floor, B.P. Building, corner Harrison Kerk and Loveday Streets, P.O. Box 10101, Johannesburg. (Britconsul, Johannesburg.) (Tel. 33.9502.)
DURBAN (C.G.) – Mr. A. J. Edden, C.M.G., H.M. Consul-General, 7th Floor, Barclays Bank Building, Field Street, P.O. Box 845, Durban. (Britain, Durban.) (Tel. 22422, 20595, 27364, 21925.)
PORT ELIZABETH (C.) – Mr. J. Isherwood, M.B.E., H.M. Consul, The Standard Bank Building, 7th Floor, 22-24 Main Street, P.O. Box 917, Port Elizabeth. (Britain, Port Elizabeth.) (Tel. 29549/0.)

SOVIET UNION – Mr. D. L. L. Stewart, Counsellor (Commercial), British Embassy. All correspondence should be addressed to him at Sofiskaya Naberezhnaya 14, Moscow 12. Mr. Stewart receives all visitors at his offices Kutuzovsky Prospekt 15, MOSCOW G-248. (Tel. 41-10-33.)

SPAIN – Mr. D. I. Dunnett, O.B.E., H.M. Counsellor (Commercial), British Embassy, Fernando el Santo 16, MADRID, 4. (Tel. 2232810, 2232814 to 2232819.)
BARCELONA (C.G.) – (Junqueras 18), Apartado de Correos 1401, Barcelona, 3. (Tel. 220791.)
PALMA DE MALLORCA (C.) – Jose Tous Ferrer, 28, Palma de Mallorca. (Tel. 120.85, 1.24.45.)
BILBAO (C.) – 30 Gran Via. (Tel. 14780, 14789.)
LAS PALMAS (C.) – Muelle de Sta. Catalina, Puerto de la Luz, Las Palmas, Gran Canaria, Canary Islands. (Tel. Las Palmas 1772.)
SEVILLE (C.G.) – Federico Rubio No. 12. (Tel. 28873-5.)
SANTA CRUZ (C.) – Apartado 109, La Marina 7, Santa Cruz, Tenerife, Canary Islands. (Tel. 2000.)
VALENCIA (C.) – Avenida Baron de Carcer No. 46. (Tel. 21.12-75.)
VIGO (C.) – Plaza de Compostela No. 23, 6th Floor, P.O. Box 49. (Tel. 11450.)

SUDAN – Mr. D. M. Kitching, First Secretary (Commercial), British Embassy, P.O. Box 801, New Aboulela Building, Bardaman Avenue, KHARTOUM. (Prodrome, Khartoum.) (Tel. 70766-70769.)

SWEDEN Mr. F. C. Everson, C.M.G., H.M. Counsellor (Commercial), British Embassy, Strandvagen 82, STOCKHOLM. (Tel. 67.01.40.)
GOTHENBURG (C.G.) – Ostra Larmagatan 16. (Tel. 13.62.81.)
MALMO (S.) – Commercial Section, British Consulate, Stortorget 29, Malmo C. (Tel. 26625.)

SWITZERLAND – H.M. Counsellor (Commercial), British Embassy, Willadingweg, 83, BERNE. (Tel. 445020/29.) (Telex No. Berne 2052/32687 a/b Prodrome, Berne.)
BASLE (C.) – P.O. Box No. 851, 35 Rittergasse, Basle 1. (Tel. (061)23.58.42.)
GENEVA (C.G.) – 41 Quai Wilson. (Tel. 31-31-20 and 31-31-29.) (Telex No. Geneva 22956 or 22957 a/b Prodrome Geneva.)
ZURICH (C.G.) – Dufourstrasse 56. (Tel. 051.34.40.42.)

SYRIAN ARAB REPUBLIC – Mr. J. C. M. Mason, First Secretary (Commercial), British Embassy, 47 Rue Mussallam el Barodi, P.O. Box 37, DAMASCUS. (Tel. 12581.)

TANGANYIKA AND ZANZIBAR – Mr. H. D. G. Collings, The British Trade Commissioner in Tanganyika and Zanzibar, P.O. Box 9112, 8th Floor, Permanent House, Corner of Ingles Street/Independence Avenue, DAR-ES-SALAAM. ('Britishers, Dar-es-Salaam.) (Tel. 23344, 2 lines.)

THAILAND – Mr. R. M. Tesh, First Secretary (Commercial), British Embassy, Ploenchit Road, BANGKOK. (Tel. 57091-3.)

TOGO – Mr. K. H. Jones, Second Secretary and Vice Consul, British Embassy, B.P. 892, LOME, West Africa. (Tel. 2085.)

(*Continued on next page*)

British Commercial Representatives Overseas *(Continued)*

TRINIDAD – Mr. G. Booth, The British Trade Commissioner for the Eastern Caribbean, Furness House, 90 Independence Square, P.O. Box 225, PORT OF SPAIN, Trinidad. ('Trincom, Port of Spain.') (Tel. 32961/6; 52861/6.)

TUNISIA – Mr. E. H. Noble, Second Secretary (Commercial), British Embassy, 5 Place de la Victoire, TUNIS. (Tel. 240.259, 240.292.)

TURKEY – Mr. A. H. Ballantyne, C.V.O., C.B.E., H.M. Counsellor (Commercial), British Embassy, Sehit Ersan Caddesi, 46a, Cankaya, 'ANKARA. (Tel. 12.10.90-12.10. 96.).'

ISTANBUL (C.G.) – Mr. W. H. Adams, O.B.E., Consul, British Consulate-General Tepebasi, Beyoglu. (Tel. 44.75. 40.)

IZMIR (SMYRNA (C.G.) – Mr. R. E. Wilkinson, M.B.E., British Consulate-General Attaturk Caddesi 336, P.K. 300, Izmir. (Tel. 32501.)

UGANDA – Mr. J. R. Leeland, Second Secretary (Commercial), British High Commission, P.O. Box 2894, 5, Shimoni Road, KAMPALA, Uganda. ('Ukrep, Kampala.') (Tel. 57054.)

UNITED STATES OF AMERICA

WASHINGTON – Mr. J. E. Chadwick, C.M.G., H.M. Minister (Commercial), Mr. M. Gale, M.B.E., H.M. Counsellor (Commercial); Mr. J. B. Cullen, H.M. Counsellor (Commercial); Mr. A. R. Arculus, First Secretary (Commercial); Mr. F. H. Jackson, First Secretary (Commercial), British Embassy, 3100 Massachusetts Avenue, N.W. Washington 8, D.C. (Tel. HObart 2-1340.)

ATLANTA (C.) – Mr. G. Underwood, H.M. Vice-Consul, 814 Atlanta Merchandise Mart, 240 Peachtree Street, N.W. Atlanta 3, Georgia. (Tel. JAckson 4-2691/2.)

BALTIMORE (Hon. C.) – Mr. H. M. Stewart, H.M. Vice-Consul, Terminal Warehouse Building, 211 E Pleasant Street, Baltimore 2, Maryland. (Tel. SAratoga 7-1082.)

BOSTON (C.G.) – Mr. J. A. D. Stewart-Robinson, H.M. Consul, Room 2303, John Hancock Building, 200, Berkeley Street, Boston 16, Massachusetts. (Tel. LIberty 2-2810.)

CHICAGO (C.G.) – Mr. G. C. Mayhew, H.M. Deputy Consul-General, Borg-Warner Building, 200 South Michigan Avenue, Chicago 4, Illinois. (Tel. Webster 9-5166.)

CLEVELAND (C.G.) – Mr. M. W. Briar, H.M. Vice-Consul (Commercial), 1828 The Illuminating Building, Cleveland 13, Ohio. (Tel. MAin 1-7674.)

DENVER (C.) – Miss A. Clay, M.B.E., H.M. Vice-Consul, 607 Colorado Building, 1615 California Street, Denver 2, Colorado. (Tel. AComa 2-2729.)

DETROIT (C.G.) – Mr. W. E. Williams, O.B.E., H.M. Consul (Commercial), 1512 Guardian Building, Detroit 26, Michigan. (Tel. WOodward 2-4776/7/8.)

HONOLULU (C.) – Mr. W. H. M. Hindle, T.D., H.M. Consul, 1202 First National Bank Building, 165 South King Street, Honolulu 13, Hawaii. (Tel. 561-048.)

HOUSTON (C.G.) – Mr. H. Lewty, H.M. Consul, 1005 World Trade Centre, 1520 Texas Avenue, Houston 2, Texas. (Tel. Fairfax 3-0154.)

KANSAS CITY (C.) – Mr. G. C. Littler, T.D., H.M. Consul, Room 1420, Commerce Trust Building, 922 Walnut Street, Kansas City, 6, Missouri. (Tel. GRand 1-644/5.)

LOS ANGELES (C.G.) – Mr. A. G. Elgar, H.M. Consul (Commercial) British Consulate-General, 3324 Wilshire Boulevard, Los Angeles 5, California. (Tel. Dunkirk 5-7381.)

MIAMI (C.) – Mr. F. Smitherman, M.B.E., H.M. Consul, 732 Ingraham Building, S.E. 2nd Avenue, Miami 32, Florida. (Tel. FRanklin 1-7544 and 1-7545.)

MINNEAPOLIS (C.) – Mr. E. H. Harrison, H.M. Vice-Consul, Room 1900 First National Bank Building, Minneapolis 2, Minnesota. (Tel. FEderal 5-0921.)

NEW ORLEANS (C.G.) – Mr. D. F. P. Williams, H.M. Consul, Suite 1501, 225 Baronne Street, New Orleans 12, Louisiana. (Tel. 522-3144/5/6.)

NEW YORK (C.G.) – Mr. G. G. Simpson, H.M. Deputy Consul-General (Commercial), 845 Third Avenue, New York 22, N.Y. (P.O. Box 3434, New York 17, N.Y.) (Tel. Plazza 2-8400.)
(Export Credits Guarantee Department representative in N. America, Mr. R. S. Kinsey, at same address.)

NORFOLK (C.) – Mr. A. L. Nicholson, Hon. Consul, 712-720 National Bank of Commerce Buildings, Maine Street, Norfolk, Virginia. (Tel. Madison 7-1934.)

PHILADELPHIA (C.G.) – Mr. P. Manning-Smith H.M. Vice-Consul (Commercial), 12 South 12th Street, Philadelphia 7, Pennsylvania. (Tel. WAlnut 5-2430.)

PORTLAND (C.) – Mr. N. R. Prickett, M.B.E., H.M. Vice-Consul, 715 Lewis Building, Portland 4, Oregon. (Tel. CApital 7-5669.)

SAN JUAN (C.) – Mr. R. J. E. Thomas, H.M. Consul, P.O. Box 1307, San Juan 6, Puerto Rico. (Tel. 2-5055.)

ST. LOUIS (C.) – Mr. V. W. Lammert, M.B.E., Commercial Building, 1221 Locust Street, St. Louis 3, Missouri. (Tel. MAin 1-4689.)

SAN FRANCISCO (C.G.) – Mr. J. T. Hyslop, H.M. Consul (Commercial), 343 Sansome Street, San Francisco 4, California. (Tel. YUkon 1-3030.)

SEATTLE (C.G.) – Mr. P. R. Larke, H.M. Consul, 1216 Norton Building, 801 2nd Avenue and Colombia Street, Seattle 4, Washington. (Tel. MAin 4-2990.)

UPPER VOLTA, REPUBLIC OF – Mr. R. S. Faber, First Secretary and Consul, British Embassy, Immeuble L'Union Assurances, Avenue Chardy, ABIDJAN, Ivory Coast. Postal address: Boite Postale 2581 Abidjan, Ivory Coast. (Tel.: 66-15 and 66-16.)

URUGUAY – Mr. J. L. Taylor, First Secretary (Commercial), British Embassy, Calle Rincon 454, Piso 5, MONTEVIDEO. (Tel. 9-2501.)

VENEZUELA – Mr. I. C. Mackenzie, C.B.E. H.M. Counsellor (Commercial), British Embassy, Apartado 1246 (for correspondence); 12th Floor, Avenida La Estancia No. 10, Ciudad Commercial Tamanaco Chuao (for visitors); CARACAS. (Tel. 33.83.55/59 and 32.32.16.)

VIETNAM – Mr. P. Donovan, Second Secretary (Commercial), British Embassy, 25 Dai-lo Thong Nhut, SAIGON. (Tel. 23341-42.)

YUGOSLAVIA – Mr. C. N. Jupp (designate), H.M. Counsellor (Economic/Commercial), British Embassy, 46 Ulica Prvog Maja, BELGRADE. (Tel. 23536.)

SPLIT (C.) – Ulica Titova Obala 5. (Tel. 2731.)

ZAGREB (C.G.) – Ulica Ilica 12. (Tel. 37627.) (For correspondence: Britanski Generalri Konzulat, Zagreb, C.2.)

British Trade Correspondents

TRADE CORRESPONDENTS generally give part-time service to the Board of Trade. Often they are Colonial Civil Servants who have been selected to act in this capacity in addition to their normal duties; in certain Commonwealth territories local businessmen undertake these functions. The extent to which British Trade Correspondents can assist British businessmen is, therefore, limited and it is advisable to address enquiries to the Board of Trade initially rather than write direct to Trade Correspondents, who may not always be in a position to provide an answer.

ADEN: The Collector of Customs & Excise, Customs House, P.O. Box No. 5002, Maala, Aden.

AFRICA, SOUTH WEST: Mr. M. A. Isaacson, P.O. Box 85, Windhoek, South West Africa.

ANTIGUA: Collector of Customs, Antigua.

BAHAMAS: Mr. John N. Hedden, British Trade Correspondent in the Bahamas, P.O. Box 281, Nassau, New Providence, Bahamas. (Tel. 95581 and 6274.)

BARBADOS: Comptroller of Customs, Bridge-Town.

BASUTOLAND: The Deputy Resident Commissioner and Government Secretary, Maseru.

BELIZE: The Chief Secretary, Belize.

BERMUDA: Mr. Robt. C. Law, c/o Visitors' Advice Bureau, Hamilton. (Tel. 1-2038.)

BORNEO (NORTH): The Commissioner of Trade and Customs, Jesselton.

BRUNEI: The Controller of Customs, Brunei.

DOMINICA: The Principal Secretary, Ministry of Trade and Production, Roseau, Dominica.

FALKLAND ISLANDS: The Colonial Secretary, Stanley.

FIJI: Commerce and Industries Officer, The Secretariat, Suva.

GAMBIA: The Financial Secretary, The Secretariat, Bathurst.

GIBRALTAR: Mr. J. D. Bates, C.M.G., C.V.O., The Colonial Secretary, Colonial Secretariat, Gibraltar. (Tel. A.500.)

GILBERT AND ELLICE ISLANDS COLONY: The Accountant-General, Tarawa, Gilbert Islands.

GRENADA: The Financial Secretary, Grenada.

GUIANA, BRITISH: The Comptroller of Customs, Georgetown.

MALTA: The Director of Industrial Development, Department of Trade and Industry, 9

(Continued on next page)

British Commercial Representatives Overseas (*Continued*)

Merchants Street, Valetta. (Tradevelop, Valetta, Malta.) (Tel. Central 24411.)

MAURITIUS: The Collector of Customs, Mauritius.

MONTSERRAT: The Treasurer, Montserrat.

NEWFOUNDLAND: Mr. H. T. Renouf, 10 Forest Avenue, St. John's, Newfoundland.

NEW HEBRIDES: The Resident Commissioner, Vila, New Hebrides.

SAMOA: Mr. P. W. H. Kelly, c/o Western Samoa Trust Estate Corporation, P.O. Box 181, Apia, Western Samoa.

SARAWAK: The Commissioner of Trade and Customs, Kuching.

SEYCHELLES: The Director of Tourism and Information, Queen's Building, Victoria, Mahe, Seychelles.

ST. HELENA: The Collector of Customs, St. Helena.

ST. KITTS-NEVIS, ANGUILLA: Controller of Customs, Customs Department, Basseterre, St. Kitts.

ST. LUCIA: The Permanent Secretary, Ministry of Finance, St. Lucia.

ST. VINCENT: The Collector of Customs and Excise, St. Vincent.

SOLOMON ISLANDS, BRITISH PROTECTORATE: Accountant-General & Collector of Customs, Box 119, Honiara, Guadalcanal, Western Pacific.

TASMANIA: Mr. O. W. Hawkins, M.B.E., 'Old Bell' Chambers, 148 Elizabeth Street, Hobart.

TONGA: British Commissioner and Consul, H.B.M's. Agency and Consulate, Tonga.

VIRGIN ISLANDS: The Administrator, Tortola.

ZANZIBAR: Mr. G. R. Coates, M.B.E., Comptroller of Customs, H.M. Customs, P.O. Box 161, Zanzibar.

Regional Organization of the Board of Trade

For information and guidance on export matters or on any other aspect of the work of the Board of Trade – including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects – you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it, the Controller or a senior member of his staff, will glady arrange to meet you at your own address. The names of the Controllers and the addresses, Subcriber Trunk Dialling Codes and Telex Numbers of the Regional Offices of the Department are given below.

NORTHERN REGION. Clarendon House, Clayton Street West, Newcastle-upon-Tyne 1. (Tel. Newcastle 27550. Code: ONE 2. 27550. Telex No. 53178.)
R. Wood.

YORKSHIRE AND LINCOLNSHIRE REGION. Pearl Chambers, East Parade, Leeds, 1. (Tel. Leeds 31761. Code: OLE 2. 31761. Telex No. 55265.)
E. Atherton

EASTERN REGION. Cromwell House, Dean Stanley Street, London, S.W.1 (Tel. TATe 4355. Telex No. 25991.)
D. A. Wilson, C.B.E.

LONDON AND SOUTH EASTERN REGION. Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. TATe 4355.
Barry Kay, C.B.E. Telex No. 25991.)

SOUTH WESTERN REGION. Government Buildings, Burghill Road, Westbury-on-Trym, Bristol. (Tel. Bristol 62-2851. Code: OBR 2. 62-2851. Telex No. 44214.)
M. Weber.

WALES. Government Buildings, Gabalfa, Cardiff. (Tel. Cardiff 62151. Code: OCA 2. 62151. Telex No. 49267.)
R. W. Daniel, C.B.E.

MIDLAND REGION. Somerset House, 37 Temple Street, Birmingham, 2. (Tel. Birmingham Midland 8221. Code: 021. MID 8221.
P. J. L. Homan. Telex No. 33702.)

NORTH WESTERN REGION. 76 Newton Street, Manchester. (Tel. Manchester Central 2171. Code: 061. CEN 2171.
R. J. Forbes, C.B.E. Telex No. 66104.)

SCOTLAND. 40 George Street, Glasgow, C.1. (Tel. Glasgow Bell 4455. Code: 041. BEL 4455. Telex No. 77583.) District Office: 29a High Street, Inverness. (Tel. Inverness 31998. Code OIN 3. 31998.)
C. J. A. Whitehouse, O.B.E.

NORTHERN IRELAND. Ministry of Commerce (Northern Ireland), Chichester House, Chichester Street, Belfast. (Tel. Belfast 28271. Code: OBE 2. 28271. Telex No. 74578.)
H. E. Jones, C.B.E.

This list is prepared by Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, E.C.4. (Tel. CITy 5757, Ext. 463).

REPORTS FOR U.K. EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing, activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirer should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trader as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

Report on Overseas Trade

Prepared by the Statistics Division of the Board of Trade

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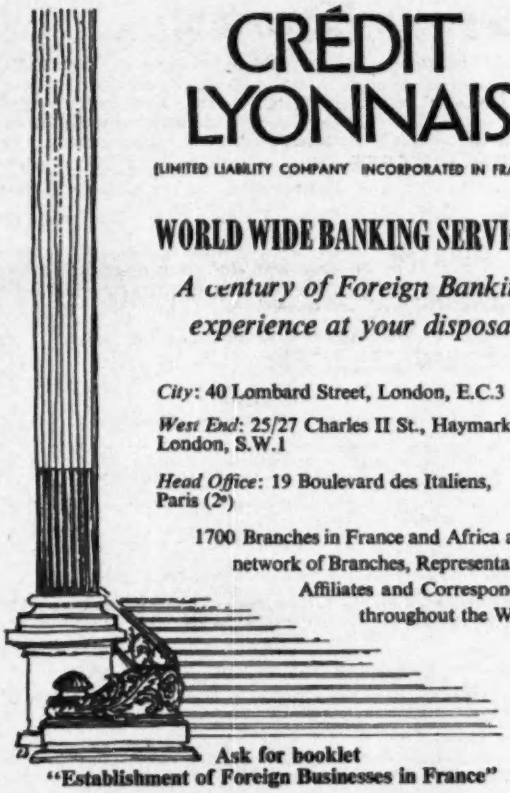

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The Contract Documents will be available on the payment of a fee of £5. 0. 0 (Five pounds Australian currency) as from the 7th March, 1963 from the Contract Officer, Public Works Department, Saint George's Place, Perth, Western Australia, or as from the 14th March, 1963 on payment of a fee of £4. 0. 0 (Four pounds Sterling) from the office of the Agent General for Western Australia, Savoy House, Strand, London.

Tenders close with the Contract Officer, Public Works Department, Saint George's Place, Perth, Western Australia, at 2.30 p.m. on the 7th May, 1963.

Canada

New Trade connections

For assistance in arranging desirable new trade connections in Canada call on our Commercial-Industrial Development Department.

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Information for United Kingdom Exporters

BRIEF DETAILS are given below of overseas inquiries for United Kingdom products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the *Export Service Bulletin*.

The *Bulletin*, published three times a week, with a weekly Supplement, is available to United Kingdom manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4. (City 5757, Ext. 433), (Telex 25977). Copies of particular *Bulletins* containing further details of the items referred to below can be obtained from the same address on prepayment of the sum of 2s. per copy.

Calls for Tender

*Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Inquiries by telephone: City 5757, Ext. 406 and 404). Reference numbers should always be quoted. The date given is the closing date for tendering. It refers to the current year unless otherwise indicated. Tender documents are available for loan in those cases marked with an asterisk *.*

AUSTRALIA

Telephone Parts for Postmaster General's Department. May 30. E.S.B. 10032/63.*
Building Projects for South Australian Government. (Advance Information.) E.S.B. 10193/63.

BELGIUM

Minesweeping Equipment for Ministry of National Defence. April 10. E.S.B. 9757/63.*
Bridge or Tunnel Construction for Directie Der Rijkswegen. (Further Information.) Closing date postponed to June 27. E.S.B. 37326/61.

BURMA

Box Nailing Machine for Industrial Development Corporation. April 12. E.S.B. 10034/63.*

Civil Stores Committee:
Hand Tools. April 11. E.S.B. 10098/63.*
Ambulances. April 11. E.S.B. 9883/63.*
Mamooties. April 23. E.S.B. 10608/63.*
Truck Mounted Cranes. April 11. E.S.B. 9882/63.*
Gangways (Docks). April 11. E.S.B. 9895/63.*
Fishing Equipment. April 11. E.S.B. 9894/63.*
Paint. April 11. E.S.B. 9893/63.*
Optical Lenses. April 10. E.S.B. 10026/63.*
Saloon Cars. April 9. E.S.B. 9799/63.*
Rail Lines and Fittings. April 11. E.S.B. 9849/63.*
Brushes. April 18. E.S.B. 9850/63.*
Padlocks. April 22. E.S.B. 10040/63.*
Pig Iron. April 22. E.S.B. 10041/63.*
Rakes. April 22. E.S.B. 10269/63.*
Iron Piping. April 22. E.S.B. 10270/63.*
Tool Steel. April 10. E.S.B. 9896/63.*
Rubber/Canvas Insertion Sheet. April 9. E.S.B. 9897/63.*
Bellows. April 10. E.S.B. 9899/63.*
Nickel Pellets. April 9. E.S.B. 9900/63.*
Foundry Compounds. April 10. E.S.B. 10028/63.*
Spring Steel Wire. April 11. E.S.B. 10097/63.*
Vehicles. April 10. E.S.B. 9822/63.*
Vehicles. April 10. E.S.B. 9823/63.*
Mobile Cinemas. April 10. E.S.B. 9824/63.*
Fire Fighting Truck. April 10. E.S.B. 9825/63.*
Night Soil Truck. April 10. E.S.B. 9877/63.*
Water Bowzers. April 11. E.S.B. 9878/63.*
Vehicles. April 9. E.S.B. 9498/63.*
Vehicles. April 9. E.S.B. 9798/63.*
Vehicles. April 9. E.S.B. 9500/63.*
Vehicles. April 11. E.S.B. 9879/63.*
Vehicles. April 11. E.S.B. 9884/63.*
Vehicles. April 9. E.S.B. 9797/63.*

CEYLON

Crane for Colombo Port Commission. (Further Information.) Closing date postponed to April 10. E.S.B. 4862/63.
Electrical Installations for Milk Board. April 10. E.S.B. 10037/63.
Textile Machinery; Oil Fired Boiler for Ministry of Industries, Home and Cultural Affairs. May 13. E.S.B. 10262/63.*

Ministry of Health:
Surgical Dressings. May 14. E.S.B. 10035/63.*
Lorry Chassis. May 14. E.S.B. 10036/63.*

Ministry of Agriculture, Land, Irrigation and Power:
Concrete Tiles. May 14. E.S.B. 10038/63.
Survey Instruments and Equipment. April 9. E.S.B. 10264/63.*

COLOMBIA

Aeronautic Radio Communications for the Empresa Colombiana de Aerodromos. May 15. E.S.B. 9888/63.
Capping Machine; Steam Boiler for La Fabrica de Licores del Atlantico. April 10. (Conditions in Spanish, summary of requirements in English.) E.S.B. 10261/63.*
Pumping Equipment for Gerencia de Acueducto y Alcantarillado. April 29. E.S.B. 10030/63.
Diesel Electric Plants for El Instituto Nacional de Fomento Municipal. April 15. (In Spanish.) E.S.B. 10088/63.*

COSTA RICA

Proveeduria Nacional:
Road Construction and Improvement Scheme. May 6. E.S.B. 10266/63.*
Road Improvement Scheme. May 7. E.S.B. 10267/63.*
Road Improvement Scheme. May 7. (Tender notice only.) E.S.B. 10268/63.*
Road Improvement Scheme. May 6. (Tender notice only.) E.S.B. 10265/63.*

CYPRUS

Civil Engineering Work for Electricity Authority of Cyprus. (Advance Information.) Apply by May 15. E.S.B. 33873/62.*
Generating Plant for Moni Power Station. (Advance Information.) June 28. E.S.B. 10053/63.*

The Treasury, Nicosia:
Crane; Vehicles; Mixing Machine; Pumps. April 20. E.S.B. 9842/63.*
Contractors Equipment; Vehicles; Pumps. April 30. E.S.B. 9844/63.*

EGYPT

Chemicals for Egyptian General Petroleum Organisation. (Further Information.) Closing date postponed to April 16. E.S.B. 4869/63.
Overhead Electricity Lines for Ministry of Public Works. April 17. E.S.B. 9871/63.

Egyptian Railways:
Drills. April 16. E.S.B. 10042/63.
Pig Iron. April 20. E.S.B. 10043/63.
Carbon Brushes. April 20. E.S.B. 10044/63.

The General Organization for Executing the Five Year Industrial Plan:
Water Evaporation Plant. June 29. E.S.B. 9813/63.*
Starch Plant. June 29. E.S.B. 9812/63.*
Miscellaneous Machinery and Equipment. (Further Information.) E.S.B. 8467/63.*

The Cairo Public Transport Authority:
Valve Washers. April 21. Tender documents (in French) available. E.S.B. 9745/63.*
Graphite Electrodes. April 29. Tender documents (in French) available. E.S.B. 9753/63.*
Wear Cups. April 20. Tender documents (Part French) available. E.S.B. 9743/63.*
Shafts for Motor Grinders. May 1. Tender documents (in French) available. E.S.B. 9755/63.*
Wool and Hair Packing. April 25. Tender documents (part French) available. E.S.B. 9750/63.*
Armoured Underground Cable. April 22. E.S.B. 9747/63.*
Welding Electrode. April 23. E.S.B. 9748/63.*

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Information for U.K. Exporters (*Continued*)

Incandescent Lamps. April 27. E.S.B. 9751/63.*
Bentonite. April 30. E.S.B. 9754/63.*
Ferro-Manganese and Ferro Silicon. April 28. E.S.B 9752/63.*
Insulating Material. April 16. (Conditions in French, specifications in English.) E.S.B. 9739/63.*
Oil Seals. April 21. Tender documents (part French) available for loan. E.S.B. 9746/63.*
Compressor Segments and Springs. April 20. Tender documents and drawings in French available. E.S.B. 9744/63.*
Carbon Brushes. April 14. E.S.B. 9738/63.*
Various Cutters and Tools. April 11. Tender documents (in French) available. E.S.B. 9735/63.*
Spring Bands and Bronze Wire. April 10. Tender documents (in French) available. E.S.B. 9733/63.*
Self Tapping Screws. April 10. Tender documents (part French) available. E.S.B. 9734/63.*
Trolley Bus Running Gear. April 13 E.S.B. 9736/63.*
Tramway Ball and Roller Bearings. April 13. Tender documents (part French) available. E.S.B. 9737/63.
Copper Ribbon. April 18. Tender documents (part French) available. E.S.B. 9741/63.*
Insulated Copper Wire. April 17. Tender documents (part French) available. E.S.B. 9740/63.*
Phosphor Copper. April 18. Tender documents (conditions in French) available. E.S.B. 9742/63.*

EL SALVADOR

Telephone Cable for Proveeduria General de la Republica. April 17. E.S.B. 9684/63.*

ETHIOPIA

Drugs; Chemicals; Surgical Dressings; Surgical Equipment for Central Medical Stores Corporation. May 1. E.S.B. 9889/63.*

FORMOSA

Central Trust of China:
Rock Drilling Machinery. April 12. E.S.B. 10048/63.*
Springs and Accessories. April 8. E.S.B. 9837/63.*
Nickel and Zinc. April 8. E.S.B. 9885/63.*
Hop Separator. April 10. E.S.B. 9880/63.*
Valves. April 9. E.S.B. 9881/63.*

FRANCE

Mobile Communication Centre for SHAPE, Paris. May 1. E.S.B. 9887/63.*
Collating Machine for AFCE, Fontainbleau. April 18. E.S.B. 9891/63.*

GREECE

Trolley-Buses; Electrical Equipment for Salonika Motor Transport Commission. (Advance Information.) E.S.B. 9890/63.

Ministry of Trade:
X-Ray Film and Material. April 8. E.S.B. 9875/63.*
Rubber Pipes. (Further Information.) E.S.B. 36310/62.
Insecticides. April 6. E.S.B. 10045/63.*
Antenna. April 30. E.S.B. 9821/63.*
Cables. April 29. E.S.B. 9489/63.*
Casts of Human Body. April 16. E.S.B. 9874/63.*

INDIA

Power Station Equipment for Department of Electricity, Andhra Pradesh. (Further Information.) Closing date postponed to May 13. E.S.B. 38860/62.*
Transformers for Kerala State Electricity Board. April 24. E.S.B. 10016/63.*
Haulage Winch for Sri Dhandayuthapani – Swami Dhevasthanam. June 1. E.S.B. 10066/63.
Construction of Concrete Dam and Underground Power House for Tons Civil Construction Circle. (Further Information.) E.S.B. 1940/63.*
Transformers for Koyna Hydro-Electric Project. (Further Information.) Tender documents now available. E.S.B. 7746/63.*
Iron and Steel Chains for Bombay Port Trust. May 3. E.S.B. 9860/63.
Overhead Walkway; Core Conveyor for Chittaranjan Locomotive Works. (Further Information.) Tender documents now available. E.S.B. 7733/63.*
Ceramic Testing Equipment for Directorate of Industries and Commerce, Madras. (Further Information.) E.S.B. 6565/63.
Printing Machines for Assam State Electricity Board. April 22. E.S.B. 10089/63.
Diesel Generating Sets for Hindustan Shipyard Ltd. May 15. E.S.B. 10085/63.
Generators; Switchgear for U.P. State Electricity Board. May 20. E.S.B. 10095/63.

Hindustan Machine Tools Ltd.:
Heat Treatment Equipment; Inspection Equipment; Central Clock System; Assembly and Spray Painting Equipment; Laboratory Equipment; Office Furniture. April 25. E.S.B. 10021/63.*
Machine Tools; Glass; Material Handling Equipment (Further Information.) Closing date postponed to April 20 in respect of Cut Glass only. E.S.B. 7720/63.*
Power Station Equipment for Maharashtra State Electricity Board. April 18. E.S.B. 9858/63.*

Ministry of Railways:
Concrete Sleepers. (Further Information.) Closing date postponed to April 17. E.S.B. 2333/63.
Steel Girders. (Further Information.) Closing date postponed to April 18. E.S.B. 2387/63.
Cleaning Plant. (Further Information.) Tender documents now available. E.S.B. 7719/63.*

Atomic Energy Establishment:
Tool and Cutter Grinding Machine. (Further Information.) Tender documents now received. E.S.B. 9773/63.*
Ultrasonic Cleaning Unit. (Further Information.) Tender documents now received. E.S.B. 9772/63.*
Jewellers' Lathes. (Further Information.) Tender documents now received. E.S.B. 9775/63.*
Hardness Testers. (Further Information.) Tender documents now received. E.S.B. 9774/63.*

Hindustan Steel Ltd.:
Distribution Piping Equipment. July 20. E.S.B. 10091/63.*
Furnaces. July 25. E.S.B. 10094/63.*
Weighbridges and Platform Scales. July 27. E.S.B. 10272/63.*
Heat Exchanger and Pumping Equipment. July 30. E.S.B. 10273/63.*
Pig Lead. April 15. E.S.B. 10278/63.
Pipes and Fittings. July 23. E.S.B. 10092/63.*
Saw Discs. April 24. E.S.B. 10280/63.
Lifting Tackle. April 22. E.S.B. 10279/63.
Scrap Preparation Equipment. July 18. E.S.B. 10090/63.*

IRAN

Iranian Tobacco Monopoly:
Cellulose Film. April 23. E.S.B. 10275/63.*
Cellulosic Film and Lifting Tape. April 16. E.S.B. 10276/63.*
Acetate Filters. April 13. E.S.B. 10286/63.*
Cigarette Filter Materials. May 19. E.S.B. 10274/63.*

IRAQ

Cast Iron Specials and Sluice Valves for Baghdad Water Supply Administration. (Further Information.) Tender documents now available. E.S.B. 9763/63.*
Chemical Apparatus for Ministry of Education. June 6. E.S.B. 10601/63.

JORDAN

Laboratory Equipment for the Jordan Cement Factories Co. Ltd. April 11. E.S.B. 10023/63.*
Mutton Cloth for the Jordan Petroleum Refinery Company. April 10. E.S.B. 10054/63.

KOREA

Office of Supply:
Electric Lamps; Telephone Equipment; Testing Instruments. April 20. E.S.B. 10611/63.*
Miscellaneous Testing Equipment. April 18. E.S.B. 10277/63.*

KUWAIT

Ministry of Electricity and Water:
Copper Tubing and Fittings. April 10. E.S.B. 9815/63.*
Electrical Fittings. April 17. E.S.B. 9818/63.*
Ladders. April 17. E.S.B. 9816/63.*
Plugs, 13 amps. April 17. E.S.B. 9817/63.*

LEBANON

Canning Equipment for the Modern Industrial Canning Corporation. Closing date not known. E.S.B. 10284/63/D.L.F.
Leather Tanning Equipment for Melkon and Simon Tchakarian. Closing date not known E.S.B. 10283/63/D.L.F.

MALAYA

Dock Construction Work for Penang Port Commission. (Advance Information.) Closing date not known. E.S.B. 10063/63
Engine Testing Equipment for Public Works Department. April 25. E.S.B. 10065/63.

NEW ZEALAND

General Post Office:
Cable. April 29. E.S.B. 10082/63.*
Galvanized Shakles. April 30. E.S.B. 10068/63.*
Tarpaulin Fabric. May 6. E.S.B. 10067/63.*
Phototelegraph Transmitter and Receiver. April 30. E.S.B. 10069/63.*

PAKISTAN

Cable Route Detectors for Pakistan Telegraph and Telephone Department. April 22. E.S.B. 10096/63.
Crawler Tractors for Directorate of Industries. April 8. E.S.B. 10084/63.

Water and Power Development Authority:
Oil Circuit Breakers. April 8. E.S.B. 9809/63.*
Portable Weighing Machines. April 9. E.S.B. 9811/63.*

PARAGUAY

Gas Turbine for Administracion Nacional de Electricidad. May 21. Tender documents (in Spanish) available. E.S.B. 9826/63.*
Installation of Telephone Exchange for Antelco. (Further Information.) Closing date postponed to May 30. E.S.B. 998/63.*

PHILIPPINE REPUBLIC

Radio-Telephone Equipment for National Power Corporation. April 15. E.S.B. 9769/63.*

RHODESIA AND NYASALAND

Overhead Line Equipment for the Bulawayo City Electrical Engineer. April 17. E.S.B. 10061/63.

SOUTH AFRICA

Drafting Machines for State Tender Board. April 19. E.S.B. 10281/63.*
Power Station Plant for Cape Town City Council. (Advance Information). E.S.B. 10079/63.
Fibre Glass Material for the Hume Pipe Company (South Africa) Ltd. April 22. E.S.B. 10080/63.

South African Railways:
Isolating Links. April 5. E.S.B. 10076/63.*
Detuner for Jet Engine Test Cell. (Further Information.) Closing date postponed to May 17. E.S.B. 9458/63.*
Wheels and Axles. April 19. E.S.B. 10086/63.

Cape Provincial Administration:
Dyestuffs. April 16. E.S.B. 10006/63.*
Colour Powders. April 16. E.S.B. 10007/63.*
Stationers' Sundries. April 19. E.S.B. 10008/63.*
Hand Tools. April 19. E.S.B. 10009/63.*

SOUTH VIETNAM

Electronic Tubes for Central Purchasing Authority. April 19. E.S.B. 10070/63.*

SPAIN

Building and Installation of a Metrology Laboratory for the Ministry of War. (Advance Information.) Brief copy of technical specification available. E.S.B. 10013/63.*
Water Tankers for Instituto Nacional de Colonizacion. April 16. E.S.B. 10074/63.

Ministerio de Obras Publicas:
Protection Works on Reservoir. April 15. E.S.B. 10011/63.
Snowploughs; Gravel Distributors; Crushing Plants; Irrigation Tanks. April 15 and April 16. E.S.B. 10288/63.

Direccion General de Obras Hidraulicas:
Public Works. April 15. E.S.B. 9805/63.
River Defence Works. April 15. E.S.B. 9804/63.

(*Continued on next page*)

Information for U.K. Exporters *(Continued)*

Reservoir Preparatory Work. April 19. E.S.B. 9803/63.
Water Supply Project; Sanitary Works. April 15. E.S.B. 10012/63.

SUDAN

Coil Springs for Sudan Railways. April 17. E.S.B. 9479/63.*

Department of Posts and Telegraphs:
Copper Wire Conductor. May 11. E.S.B. 10055/63.*
Cable. May 13. E.S.B. 10056/63.*

Department of Stores and Equipment:
Tea. April 13. E.S.B. 10050/63.
Plimsolls. April 4. E.S.B. 10052/63.

SYRIA

Printing Machine for Damascus International Fair. April 13. E.S.B. 10290/63.

THAILAND

Periodic Antenna for Post and Telegraph Dept. April 19. E.S.B. 9863/63.*

State Railways of Thailand:
Bearing Plate. April 25. E.S.B. 9862/63.
Mild Steel Channels. April 16. E.S.B. 9869/63.

TURKEY

Bearings for State Highways Dept. Closing date to be announced later. E.S.B. 10071/63.*
Electric Workshop Equipment for Turkiye Komur Isletmeleri Kurumu. April 10. Specifications only available. E.S.B. 10282/63/D.L.F.*
Ships' Propellers for Denizcilik Bankasi T.A.C. April 11. E.S.B. 10073/63.*

UNITED STATES OF AMERICA

Generators and Appurtenances for Douglas County Public Utility District No. 1. April 9. E.S.B. 10010/63.
Switchgear and Transformers for Public Utility District No. 2 of Gant County. April 15. E.S.B. 10078/63.
Control and Telemetering Equipment for the Bureau of Reclamation, April 16. E.S.B. 10271/63.*

URUGUAY

La Administracion Nacional de Combustibles:
Machine Tools. (Further Information.) Closing date postponed to April 16. E.S.B. 4873/63.
Railway Wagons and Spares. (Further Information.) Closing date postponed to April 18. E.S.B. 40015/62.

Agency and Export Opportunities, Market Surveys, Etc.

Further details of the items referred to below are contained in recent issues of the Export Service Bulletin, or Supplement, copies of which can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (inquiries by telephone: City 5757, Ext. 427), on prepayment of the sum of 2s. per copy. The reference number should be quoted in all inquiries.

Abu Dhabi
Economic report, October-December 1962. (C.R.E. 5867/G.)

Aden
Inquiry for steel furniture. (E.S.B. 9283/63.)

All Countries
Successful bidders for overseas contracts. (E.S.B. 860/63.)

Australia
Inquiry for business systems and controls. (E.S.B. 9275/63.)
Inquiry for decorative mouldings. (E.S.B. 8400/63.)
Economic report – February 1963. (C.R.E. 6584/G.)

Austria
Economic report, February 1963. (C.R.E. 3756/62.)

Bahrain
Inquiry for machinery for crushing and refining salt. (E.S.B. 9385/63.)

Belgium
Agency inquiry for industrial chemicals; medicinal products; confectionery; foodstuffs; safety glass; metals; sheets and pipes. (E.S.B 8671/63.)

Burma
Inquiry for laboratory equipment. (E.S.B. 9035/63.)
Economic report, February 1963. (C.R.E. 2161/60.)

Canada
Agency inquiry for nuts and bolts; marine shafting and packing; tractor accessories; welding equipment; agricultural machinery and equipment. (E.S.B. 9648/63.)
Agency inquiry for sugar confectionery; canned meats. (E.S.B. 9693/63.)
Inquiry for bolts and nuts. (E.S.B. 9355/63.)
Inquiry for automotive spare parts. (E.S.B. 9513/63.)
Inquiry for surgical-sugcons gloves. (E.S.B. 9291/63.)
Inquiry for trophy shields; gold toned metal sheets. (E.S.B. 9274/63.)
Market report on gift hollow-ware. (E.S.B. 2417/63.)

Chile
Inquiry for machinery for making cans; canning machinery – further information. (E.S.B. 4751/63.)
Market report on equipment for the fishing industry. (E.S.B. 3902/63.)

Congo Republic (Leopoldville)
Economic report January-February 1963. (C.R.E. 3476/G.)

Cyprus
Inquiry for bottles. (E.S.B. 9326/63.)

Czechoslovakia/Roumania
Trade Agreement. (C.R.E. 5464/G.)

Denmark
Inquiry for printers equipment. (E.S.B. 9008/63.)

Finland
Agency inquiry for textiles. (E.S.B. 9366/63.)
Agency inquiry for packing machinery; food machinery. (E.S.B. 9344/63.)
Agency inquiry for aluminium; hand tools; foundry equipment. (E.S.B. 9965/63.)
Agency inquiry for brush making machinery. (E.S.B. 10175/63.)

Formosa
Economic report for 1962. (C.R.E. 2739/63.)

France
Agency inquiry for lifts; conveyors; cranes. (E.S.B. 10101/63.)
Agency inquiry for builders hardware; ironmongery; hand tools. (E.S.B. 10121/63.)
Agency inquiry for industrial products and materials. (E.S.B. 9628/63.)
Agency inquiry for swimwear. (E.S.B. 8901/63.)

Gabon
Exploitation of iron ore deposits; railway project. (E.S.B. 9906/63.)

Germany (Federal Republic of)
Agency inquiry for textile outerwear fabrics. (E.S.B. 9518/63.)
Agency inquiry for motor-car accessories; tools; locks and fittings; electrical equipment and installation materials. (E.S.B. 9089/63.)
Inquiry for steel wire. (E.S.B. 9629/63.)
Economic report, March 11-17, 1963. (C.R.E. 1479/G.)

Hong Kong
Inquiry for surgical dressings. (E.S.B. 9395/63.)

Hungary
Inquiry for machinery for making sanitary fittings. (E.S.B. 9396/63.)

Iraq
Economic report, January 1963. (C.R.E. 2743/63.)

Italy
Agency inquiry for pipe dies; saws; chucks. (E.S.B. 9627/63.)
Agency inquiry for ropes. (E.S.B. 9695/63.)
Agency inquiry for tedders; hay rakes. (E.S.B. 9526/63.)

Italy/Iraq
Trade Agreement. (C.R.E. 2498/G.)

Jamaica
Agency inquiry for hardware, electrical supplies; vehicle accessories and clocks. (E.S.B. 9917/63.)

Japan
Economic report – January 1963. (C.R.E. 5945/62.)

Jordan
Manufacture under licence – pumps, centrifugal, turbine and lift. (E.S.B. 7558/63.)

Kenya
Inquiry for caustic soda. (E.S.B. 9644/63.)
Economic report – October-December 1962. (C.R.E. 5605/G.)

Lebanon
Economic report for 1962. (C.R.E. 4574/62.)

Netherlands
Agency inquiry for metal working tools; non-ferrous metals. (E.S.B. 9655/63.)
Agency inquiry for engineering products. (E.S.B. 9905/63.)
Inquiry for structural steel; chandlery; railway stock; heavy machinery. (E.S.B. 9552/63.)
Agency inquiry for industrial building equipment and ventilators. (E.S.B. 9654/63.)

New Zealand
Agency inquiry for holloware, stainless steel. (E.S.B. 9934/63.)
Inquiry in respect of Manapouri power project. (E.S.B. 8950/63.)

Pakistan
Agency inquiry for iron and steel products; tools; hardware; machinery; electrical accessories. (E.S.B. 10156/63.)

Portugal
Economic report – February 1963. (C.R.E. 5765/61.)

Portuguese West Africa
Agency inquiry for gas water heaters. (E.S.B. 32518/62.)

Singapore
Agency inquiry for automotive spares; electrical goods. (E.S.B. 11208/61.)

South Africa
Agency inquiry for gold and silver chain. (E.S.B. 10171/63.)

Information for U.K. Exporters (*Continued*)

South Vietnam

Inquiry in respect of water supply project – further information. (E.S.B. 22765/62.)

Spain

Inquiry for furniture; bedding; floor covering; building materials; electric fittings; plastics laminates. (E.S.B. 7006/63.)

Inquiry for consultants for economic surveys. (E.S.B. 35936/62.)
Economic report, January 1963. (C.R.E. 2450/63.)

Sweden

Agency inquiry for sports goods. (E.S.B. 9337/63.)
Agency inquiry for chemicals; packaging machinery. (E.S.B. 9946/63.)
Agency inquiry for health preparations; surgical products. (E.S.B. 10130/63.)
Agency inquiry for motor car accessories. (E.S.B. 8942/63.)
Agency inquiry for ships fittings. (E.S.B. 9698/63.)

Switzerland

Economic report for 1962. (C.R.E. 2838/60.)

Thailand

Economic report – February 1963. (C.R.E. 2655/60.)

Trinidad

Agency inquiry for stationery; toys. (E.S.B. 9567/63.)

United Arab Republic (Egypt)

Inquiry for vehicle components etc. – further information. (E.S.B. 6418/63.)
Economic report, January 1963. (C.R.E. 1896/63.)
Economic report for 1962. (C.R.E. 1886/62.)

United States of America

Inquiry for pipe fittings. (E.S.B. 4142/63.)
Inquiry for wire; plastics flowers. (E.S.B. 9262/63.)
Inquiry for clothing. (E.S.B. 4936/63.)
Inquiry for precision control equipment. (E.S.B. 9342/63.)
Inquiry for agricultural equipment. (E.S.B. 9961/63.)
Inquiry for plant and machinery for egg packing cartons. (E.S.B. 9650/63.)
Inquiry for bricks. (E.S.B. 10311/63.)

Venezuela

Inquiry for pipeline protective materials; well-mud starch. (E.S.B. 9984/63.)

Latin American Market for Mechanical Handling Equipment

A GENERAL survey of the market for mechanical handling equipment, other than earth-moving equipment, bulk-liquid equipment and radio-active material handling equipment, in each of the twenty countries of Latin America has been prepared by the Board of Trade.

Engineering Industries Division of the Board have undertaken distribution of the Report to the appropriate Trade Associations and to firms in the industry. A small additional supply is available at Export Services Branch of the Board (Hillgate House, 35 Old Bailey, London, E.C.4, Tel. City 5757, Ext. 558) for the information of exporters who may have a marginal interest in the goods covered by the Report.

It should be noted that the Report has been prepared solely for the information of British exporters and is, therefore, not available for overseas distribution.

B.O.T. Departments, Overseas Officers and Commercial Inquiry Officers

	Last published in Board of Trade Journal
British Commercial Representatives Overseas	*in this issue*
Board of Trade Departments . . .	3 Aug. 1962
Board of Trade, Regional Organization .	*in this issue*
E.C.G.D. Local Offices	1 Feb. 1963
British and Commonwealth Chambers of Commerce and other British Business Organizations Overseas	1 Feb. 1963
U.S. Consular Offices in the U.K. . .	21 July 1961

EXPORT DRIVE

For trade with the East consult

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Head Office: 2 & 3 Crosby Square, London, E.C.3.

ASSOCIATED BANKS: ALLAHABAD BANK LTD. (INCORPORATED IN INDIA) • THE IRANO BRITISH BANK (INCORPORATED IN IRAN)

Tariff, Customs, Import and Other Regulations in Overseas Countries

Registered Trade Mark (rtm) Goods in Overseas Tariff Lists

THE LISTS OF TARIFF, Customs and import regulation changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be prefixed by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

AUSTRALIA

Details of Tariff Changes (including Temporary Duties)

DETAILS are given below of the changes made in the Australian Tariff by Customs Proposals which came into effect on March 11, 1963 (electric shavers and parts, and synthetic rubber) and March 18, 1963 (conveyor and elevator belts and belting). Deletions from and additions to the Customs Tariff are shown by square brackets and italics respectively.

Tariff Item	Goods	Former Duties			New Duties		
		British Preferential	Most-Favoured-Nation	General	British Preferential	Most-Favoured-Nation	General
175	(G) Shavers and hair clippers, human hair, with self-contained (i.e. built-in) electric motor or vibrator:						
	[(2) Shavers, including parts, n.e.i., therefor:						
	(a) Shavers, complete or substantially complete *ad val.*	Free	12½%	12½%	20%	30%	40%
	And, in addition, except in respect of goods which were in direct transit to Australia on or before February 28, 1962, and had not been entered for warehousing before February 28, 1962, a temporary duty of *ad val.*	25%	25%	25%	— (Under new Item 175 (G) (2))	—	—
	(b) Parts, n.e.i., therefor] *ad val.*	Free	12½%	12½%	20% (Under new Item 197 (E) (1) and Parts Order)	30%	40%
	(2) *Shavers* *ad val.*	Free	12½%	12½%	20%	30%	40%
	ad val.	and a temporary duty of 25% (Under former Item 175 (G) (2) (a))	25%	25%			
197	(E) (1) (*New sub-item.*) *Cutting plates and heads suitable for electric dry shavers* *ad val.*	Free (Under former Item 175 (G) (2) (b))	12½%	12½%	20%	30%	40%
330	[Rubber including latex, natural and synthetic; silicone rubber:						
	(A) Raw; reclaimed; waste:						
	(1) As prescribed by Departmental By-laws	Free	Free	Free	(Under new Item 330 (A) (1))	No change	
	(2) Silicone rubber (including reclaimed or waste) per lb.	4d.	2d.	2d.			
	(3) Latex:						
	(a) Natural per lb.	2d.	2d.	2d.	(Under new Item 330 (A) (3))	No change	
	Provided that, for liquid latex, duty shall be assessed on the rubber content.						
	(b) Other than natural per lb.	2d.	2d.	2d.			
	Provided that, for liquid latex, duty shall be assessed on the synthetic rubber content.						
	(4) Polybutadiene styrene synthetic rubber (including reclaimed or waste), not covered by paragraph (3):						
	(a) Oil extended per lb.	2d.	2d.	2d.			
	And, in addition, temporary duties as follows per lb.	1½d.	1½d.	1½d.			
	and, for each ½d. or part thereof by which the f.o.b. price is less than 19d. per lb.	½d.	½d.	½d.	3d. (Under new Item 330 (A) (2))	3d.	3d.
	Provided that, in respect of such goods in direct transit to Australia on June 1, 1962, which are entered for home consumption on arrival, additional temporary duties shall not be payable.						
	(b) Other per lb.	2d.	2d.	2d.			
	And, in addition, temporary duties as follows per lb.	1½d.	1½d.	1½d.	2d. (Under new Item 330 (A) (3))	2d.	2d.
	and, for each ½d. or part thereof by which the f.o.b. price is less than 24½d. per lb.	½d.	½d.	½d.			
	Provided that, in respect of such goods in direct transit to Australia on June 1, 1962, which are entered for home consumption on arrival, additional temporary duties shall not be payable.						
	(5) Other (including reclaimed or waste). per lb.	2d.	2d.	2d.	(Under new Item 330 (A) (3))	No change	
	(B) Compounded:						
	(1) As prescribed by Departmental By-laws per lb.	½d.	½d.	½d.	Free (Under new Item 330 (B) (1))	Free	Free
	Provided that, for liquid latex, duty shall be assessed on the rubber content.						
	(2) Silicone rubber, n.e.i. per lb.	2½d.	2½d.	2½d.			
	(3) Latex:						
	(a) Natural per lb.	2½d.	2½d.	2½d.	2d. (Under new Item 330 (B) 3))	2d.	2d.
	Provided that, for liquid latex, duty shall be assessed on the rubber content.						
	(b) Other than natural per lb.	2½d.	2½d.	2½d.			
	Provided that, for liquid latex, duty shall be assessed on the rubber (including synthetic) content.						
	(4) Polybutadiene styrene synthetic rubber, n.e.i.:						
	(a) Oil extended per lb.	2½d.	2½d.	2½d.			
	and, in addition, temporary duties as follows per lb.	1d.	1d.	1d.			
	and, for each ½d. or part thereof by which the f.o.b. price is less than 15½d. per lb.	½d.	½d.	½d.	3d. (Under new Item 330 (B) (2))	3d.	3d.
	Provided that, in respect of such goods in direct transit to Australia on June 1, 1962, which are entered for home consumption on arrival, additional temporary duties shall not be payable.						
	(b) Other per lb.	2½d.	2½d.	2½d.			
	and, in additional, temporary duties as follows per lb.	1d.	1d.	1d.			
	and, for each ½d. or part thereof by which the f.o.b. price is less than 18d. per lb.	½d.	½d.	½d.			
	Provided that, in respect of such goods in direct transit to Australia on June 1, 1962, which are entered for home consumption on arrival, additional temporary duties shall not be payable.						
	(5) N.e.i.] per lb.	2½d.	2½d.	2½d.	2d. (Under new Item 330 (B) (3))	2d.	2d.
	Rubber including latex, natural and synthetic; silicone rubber:						
	(A) Raw; reclaimed; waste:						
	(1) *As prescribed by Departmental By-laws*	No change (Under former Item 330 (A) (1))			Free	Free	Free

(*Continued on page 725*)

Advertisement of Company Meeting

BRITISH-AMERICAN TOBACCO COMPANY LIMITED

GROUP SALES MAINTAINED

THE SIXTIETH ANNUAL GENERAL MEETING was held on March 21 in London. Sir Duncan Oppenheim, in the course of his speech, said:

At the last Annual General Meeting, I was able to report that the volume of sales for the first five months of the year showed some increase over the corresponding period of the previous year, although the rate of increase was less. During the last seven months of the year, the volume of cigarette sales was adversely affected by various factors, including competition, but, in the main, by the curtailment of production in Indonesia because of a cut in import licences for raw materials. As a result of these factors, there was only a slight increase over the year as a whole.

This year there was a slight increase in the net profits earned in Europe, Australasia and North America, including the export trade from the United Kingdom and the United States of America, and these areas accounted for 65 per cent. of the lower total, compared with slightly more than 60 per cent. last year. Profits earned in Asia and Africa were lower than for the previous year, due largely to adverse political and economic factors which resulted in lower profits in certain countries but also partly to higher rates of overseas taxation in the area generally. This area accounted for 15 per cent. of the total, compared with approximately 20 per cent. in the previous year. In spite of exchange losses, net profits attributable to Latin America and the Caribbean were in total slightly higher, although there were appreciable variations in a number of countries, and amounted to 20 per cent. of the total.

On the subject of the European Common Market, all I would say is that much as I regret the failure of the Brussels negotiations for United Kingdom membership, our tobacco business is not likely to be materially affected. As I told you last year, we have subsidiary companies with factories in all those countries of the Common Market where free enterprise in tobacco is permitted.

Current Prospects

I would like to say something about the prospects for the current year.

We must expect continuing keen competition in a number of countries and sales may be affected by adverse political and economic factors, particularly in parts of Asia and Africa.

Whilst I do not think it would be wise to attempt to forecast the Group Trading Profit for the year, the volume of Group sales for the first five months of the year shows a not unsatisfactory increase, compared with the corresponding period of the previous year. Whilst present indications are that the direct profit of the holding company will be slightly lower than last year, we can expect somewhat larger dividends from certain of our subsidiary and associated companies, and I look for some increase in the share of the Group Net Profit dealt with in the accounts of British-American Tobacco Company Limited itself.

At the Extraordinary General Meeting which has been convened to be held immediately following this meeting, you will be asked to approve a resolution increasing the Ordinary Capital by a capitalization issue of one new Ordinary Share of 10s. for every four 10s. units of Ordinary Stock held.

If my expectations are realized, it should be possible to recommend a modest increase in the total amount distributed as dividend on the Ordinary Capital in respect of the current year although, of course, at a substantially lower rate on the increased capital.

The Report was adopted.

At the subsequent Extraordinary General Meeting, the resolutions for the capitalization issue were approved.

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THIS BOOKLET entitled "New Business in Australia" has been specially compiled to assist companies considering the extension of their activities to Australia. Its contents include information on such questions as Company Law, Taxation, Import and Export Controls, Patents, Trade Marks, Finance etc. Copies of the booklet are available at any of our Offices. Please call, write or telephone. We are equipped to furnish any further information and details desired.

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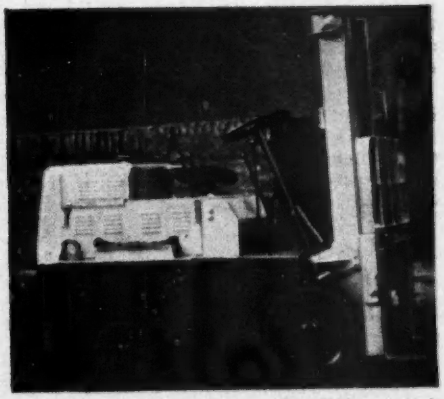

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Australia (*Continued*)

Tariff Item	Goods	Former Duties: British Preferential	Former Duties: Most-Favoured-Nation	Former Duties: General	New Duties: British Preferential	New Duties: Most-Favoured-Nation	New Duties: General
	(2) *Polybutadiene styrene synthetic rubber, not including reclaimed, waste or latex* *per lb.*	Various (Under former Items 330 (A) (4) (a) and (A) (4) (b))			3d.	3d.	3d.
	(3) *Other* *per lb.* *Provided that for liquid latex duty shall be assessed on the rubber content.*	Various (Under former Items 330 (A) (2), (A) (3) (a), (A) (3) (b), (A) (4) (a), (A) (4) (b) and (A) (5))			2d.	2d.	2d.
	(B) *Compounded:*						
	(1) *As prescribed by Departmental By-laws* *per lb.*	½d. (Under former Item 330 (B) (1))	½d.	½d.	Free	Free	Free
	(2) *Polybutadiene styrene synthetic rubber, n.e.i., not including latex* *per lb.*	Various (Under former Items 330 (B) (4) (a) and (B) (4) (b))			3d.	3d.	3d.
	(3) *N.e.i.* *per lb.* *Provided that for liquid latex duty shall be assessed on the rubber content.*	2½d. (Under former Items 330 (B) (2), (B) (3) (a), (B) (3) (b) and (B) (5))	2½d.	2½d.	2d.	2d.	2d.
332	(B) Rubber manufactures and articles wholly or partly of rubber, viz.: [(6) Transmission conveyor or elevator belts or belting of vulcanized rubber or synthetic rubber, including such goods of textile or glass fibre fabrics, yarns or threads impregnated, coated, covered or laminated with rubber or synthetic rubber, provided that for the purposes of this paragraph, balata, gutta percha and similar native gums and factice derived from oils, shall be deemed to be vulcanized rubber, whether or not they have been vulcanized] *ad val.*	27½%	37½%	40%	See new Items 332 (B) (6) (a) and (B) (6) (b) below		
	(6) *Transmission, conveyor or elevator belts or belting of vulcanized rubber or synthetic rubber, including such goods of textile or glass fibre fabrics, yarns or threads impregnated, coated, covered or laminated with rubber or synthetic rubber, provided that for the purposes of this paragraph, balata, gutta percha and similar natural gums and factice derived from oils, shall be deemed to be vulcanized rubber, whether or not they have been vulcanized:*						
	(a) *Conveyor or elevator belts or belting, not being wholly or rubber or synthetic rubber* *ad val.*	27½%	37½%	40	27½%	37½%	40%
	and, in addition, a temporary duty of *ad val.*	—	—	—	20%	20%	20%
	Provided that, in respect of such goods in direct transit to Australia on February 8, 1963, which are entered for home consumption on arrival, no temporary duty shall be payable.	(Under former Item 332 (B) (6))					
	(b) *Other* *ad val.*	No change (Under former Item 332 (B) (6))			27½%	37½%	40%
483	Textile goods: transmission conveyor or elevator belts or belting of textile material: [(A) Impregnated, coated or laminated with artificial plastic material] *ad val.*	27½%	37½%	40%	See new Items 483 (A) (1) and (A) (2) below		
	(A) *Impregnated, coated or laminated with artificial plastic material:*						
	(1) *Conveyor or elevator belts or belting* *ad val.*	27½%	37½%	40%	27½%	37½%	40%
	and, in addition, a temporary duty of *ad val.*	—	—	—	20%	20%	20%
	Provided that, in respect of such goods in direct transit to Australia on February 8, 1963, which are entered for home consumption on arrival, no temporary duty shall be payable.	(Under former Item 483 (A))					
	(2) *Other* *ad val.*	No change (Under former Item 483 (A))			27½%	37½%	40%

Note: Specific rates are shown in Australian currency: £A125 = £ Sterling 100.

Tariff Board Inquiries

THE AUSTRALIAN Minister of Trade has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of:

(1) **Woven cotton or man-made fibre textile fabrics weighing between 15 and 18 ounces per square yard** (Tariff Items 460 (C) (5), 464 (C) (6) (a), 464 (C) (6) (b) (2) and 465 (C) (5)), and,

(2) **Passion fruit juice and pulp** (Tariff Items 16 (D) and 54 (D)).

Reference (1) has been made as a result of representations by local manufacturers. Reference (2) has been made as a result of a Departmental review.

The Tariff Items specified in reference (1) were last published in the *Board of Trade Journal* of February 8 (pages 345/346) under the heading 'Details of Temporary Duties'. The details of these Tariff Items are also obtainable from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468). Details of the Tariff Items mentioned in reference (2) are given below:

Note: Specific rates are shown in Australian currency £A125 = £ Sterling 100.

Tariff Item	Goods	British Preferential	Most-Favoured-Nation	General
16	NON-SPIRITUOUS PREPARATIONS, viz.:			
	(D) Passion fruit juice:			
	(1) In containers of less than one gallon . . . per gallon	9s. 3d.	10s.	10s.
	(2) Otherwise . . per gallon	8s. 3d.	9s.	9s.
54	(D) Passion fruit pulp:			
	(1) In containers of less than one gallon . . . per gallon	9s. 3d.	11s. 6d.	11s. 6d.
	(2) Otherwise . . per gallon	8s. 3d.	10s. 3d.	10s. 3d.

This matter has been reported by telegraph by the British Senior Trade Commissioner at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than April 10, 1963.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1, quoting reference Nos. (1) C.R.E. 3240/63 and (2) C.R.E. 3241/63.

Tariff Changes

CHANGES HAVE BEEN made in the Australian Tariff affecting the rates of duty payable on garment formers (finishers), and yarns of silk, flax, ramie, hemp, jute mixtures or paper.

Details of these changes will be published in the *Board of Trade Journal* as soon as possible, and meanwhile may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468.)

(*Continued on next page*)

Exporters

THE services of the Export Sections of the Board of Trade Regional Organizations are freely available to you. Each of these Export Sections is closely linked with the Board of Trade Headquarters and thus with the Overseas Offices of H.M. Government. The Controller and his staff will give you all possible help in your efforts to sell your goods overseas.

Australia (*Continued*)

Revision of Customs By-laws

THE AUSTRALIAN DEPARTMENT of Customs and Excise have announced changes in the By-laws shown below:

New By-laws

The undermentioned goods will be admitted under the following tariff items until further notice.

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
DRUGS, CHEMICALS AND MEDICINES:		
Compounds being catalysts, dispersing agents, foam stabilizers and foam modifiers, for use in the manufacture of polyurethane foam, under security	449 (A) (1)	Free
Medicines, viz.:		
Diloxanide	285 (B) (1)	Free
Melphalan		
Mustine		

Amended By-laws

The following By-laws have been amended to apply to the goods as shown:

LEATHERCLOTH, otherwise classifiable under Tariff Item 477 (B) for use as unexposed plumping, unexposed backing or unexposed reinforcement in the manufacture of footwear under security	327	Free
OILS, otherwise classifiable under Item 226 (C) (2) as follows, viz.:		
For use, otherwise than as lubricating oil, in the manufacture of:		
Electrical insulating compounds	226 (C) (1)	Free
Emulsions for batching textile fibres		
RUBBER:		
Compounded:		
Latex	330 (B) (1)	Free
Raw; reclaimed; waste:		
Latex	330 (A) (1)	Free
Silicone		
TEXTILE FABRICS:		
Knitted or lockstitched, otherwise classifiable under Item 479 (B), 479 (D) or 479 (F), as follows:		
Containing not more than 20% by weight of wool, for use in the manufacture of boots, shoes and slippers, under security	479 (A)	Free
Otherwise classifiable under a Tariff Item listed in the Table hereunder, for use otherwise than as toe puffs in the manufacture of boots, shoes and slippers, under security	327	Free
THE TABLE		
Tariff Item 459 (C) (4) (b)		
459 (C) (5)		
463 (C) (4)		
463 (C) (5) (a) (2)		
463 (C) (5) (b)		
463 (C) (6)		
464 (C) (4)		
464 (C) (5)		
464 (C) (6) (a)		
464 (C) (6) (c)		
464 (C) (6) (d)		
464 (C) (6) (e)		
464 (C) (6) (f)		
472 (C)		
473		
477 (C)		
WOVEN TEXTILE FABRICS:		
Of or in chief part by weight of:		
Cotton:		
Unbleached:		
Not printed, dyed or coloured, as follows:		
Fabrics, otherwise classifiable under Tariff Item 464 (C) (5) (a), viz.:		
Plain or matt weaves, 52 inches and over in width, in the loom state and not subsequently processed in any way (i.e., prior to entry for home consumption)	464 (C) (1) (e) (4)	½d. per sq. yard or 5% *ad val.* whichever rate returns the lower duty.
Plain or matt weaves, under 52 inches in width, in the loom state and not subsequently processed in any way (i.e., prior to entry for home consumption), for use, in the loom state, as bed sheeting or pillow casing or in the making up of bed sheets or pillow cases, under security		
Twill weaves, in the loom state and not subsequently processed in any way (i.e., prior to entry for home consumption), for use, in the loom state, as bed sheeting or in the making up of bed sheets, under security.		
Not printed, otherwise classifiable under Tariff Item 464 (C) (4) (b), as follows:		
52 inches and over in width, in the loom state and not subsequently processed in any way (i.e., prior to entry for home consumption)	464 (C) (1) (d) (3)	½d. per sq. yard or 5% *ad val.* whichever rate returns the lower duty.
Under 52 inches in width, in the loom state and not subsequently processed in any way (i.e., prior to entry for home consumption) for use in the loom state as bed sheeting or pillow casing or in the making up of bed sheets or pillow cases, under security		
For use otherwise than as bed sheeting or pillow casing or in the making up of bed sheets or pillow cases, under security		

Cancelled By-laws

The following goods are removed from the provisions of By-law entry and will now be classified under the substantive item indicated:

HAND TOOLS:		
Hawks, plasterers'	219 (B)	27½% *ad val.*
Trowels:		
Gauging, plasterers'		
Laying, plasterers'		
Moulders'		
Window, plasterers', also known as mastic trowels		
QUELLIN and other similar preparations of solubilized starch for use in the treatment of piece-goods, or in the manufacture of fibres or textile yarns, under security	255 (B) (1)	17½% *ad val.*
TEXTILE FABRICS not otherwise classifiable under Tariff Item 482 (B):		
Asbestos cloth bonded to other woven piece-goods, not waterproofed	485 (B) (3)	5% *ad val.* Primage duty 5% *ad val.*
YARNS:		
Viscose rayon, continuous filament, otherwise classifiable under Tariff Item 460(B)(2)(d)	460 (B) (2) (d)	Free

Period By-laws to be continued

The following goods will continue to be admitted under By-law provided they are entered as set out in the first column.

COMPOUNDED NATURAL OR SYNTHETIC RUBBER, otherwise classifiable under Tariff Item 330 (B) (3), provided entered for home consumption on or before December 31, 1963	330 (B) (1)	Free
NATURAL OR SYNTHETIC RUBBER, otherwise classifiable under Tariff Item 330 (A) (3), but not including reclaimed rubber, provided entered for home consumption on or before December 31, 1963	330 (A) (1)	

Decisions on Tariff Classifications

THE AUSTRALIAN DEPARTMENT of Customs and Excise have announced the following decisions on the application of the Australian Tariff:

DIVING APPARATUS:		
Diving dresses	132 (A)	Free
NOTE: Item 132 (A) is restricted to diving dresses that are either:		
(a) a one-piece suit of rubber and cotton twill or canvas, shaped more or less after the human body, the legs terminate in moulded rubber feet, the arms in rubber cuffs through which the hands are forced and the top of the suit terminates at the rubber neckband, or		
(b) half dresses, which consist of the top half of the dress described in (a) above.		
Item 132 (A) does not include metal helmet, corselet, boots, gloves or underwear of types used with diving dresses.		
Extras imported with diving apparatus and dress, viz.:		
Canvas overall suit, with large pocket for tools	132 (B)	Free
Helmet pad		
Improved knife belt, sheath, and pipe holder		
Lead weights, gunmetal mountings		
Spare front glass frame and suspender		
Spare glass only for front frame – glass made to size		

Australia (*Continued*)

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
ELECTRICAL APPLIANCES AND MATERIALS:		
Dryers, hand, composed essentially of electric motor driven turbines and electric heating elements, as fitted in bathrooms, etc., for drying hands	176 (G) (5)	Various
MACHINERY AND APPLIANCES:		
Bits:		
Commercially usable only with rock drills having both a rotary and percussive movement	176 (F) (2) (c) (1)	Free
Round, hollow, for rotary rock drills	176 (F) (2)	Various
Cutters:		
Plates and heads suitable for electric dry shavers	197 (E) (1)	20% *ad val.*
PAPER AND PAPERBOARD:		
Vitrauphane, glacier and similar papers	334 (O) (3)	12½% *ad val.* Primage duty 10% *ad val.*
SALT:		
In packages of any description, not exceeding 14 lb. net weight NOTE: Sodium Chloride irrespective of its purity is covered by this decision.	88	12½% *ad val.* Primage duty 5% *ad val.*
TAGS:		
Paper – as labels	338 (A) (1)	9d. per lb. or 22½% *ad val.* whichever rate returns the higher duty.
TREES:		
Artificial, Christmas	309 (D)	27½% *ad val.*

NOTE: Specific rates are shown in Australian currency: £A125 = £ Sterling 100.

Parts Orders

THE REVISED Parts Order No. 1 published in the *Board of Trade Journal* of October 6, 1961 (page 753) is amended as follows:
Parts Order No. 40.

1. This Order may be cited as Parts Order No. 40.
2. This Order shall take effect from March 11, 1963.
3. Parts Order No. 1 is further amended by
   (a) deleting from the definition of excluded parts in paragraph 3 (1) (2) the following references:—
   Item 175 (G) (2) (b),
   Item 176 (F) (3)
   (b) adding to the definition of excluded parts in paragraph 3(1) (2) the following reference:—
   Item 176 (F) (3) (f).

SINGAPORE

Pioneer Industries Ordinance

THE BOARD OF TRADE have been informed by cable that the Singapore Government propose to declare the following industries and products to be Pioneer Industries and Pioneer Products under the Pioneer Industries (Relief from Income Tax) Ordinance, 1959:

Industry	*Product*
(a) Assembly of radios.	Radio sets all types.
b) Chemicals.	(i) Water repellent concrete additives.
	(ii) Air entraining cement additives and plastifiers.
	(iii) Protective concrete additives against oil and acid attacks.
	(iv) Concrete setting retarders.
(c) Operation of a shipyard with dry-dock, building dock, floating dock, and ancillary facilities including the repair and overhaul of ships.	Steel ships of over 300 gross registered tons (British measurements) or 300 H.H.P. (Total power of main propulsion machinery including repaired and overhauled ships of the said tonnage of horse power).
(d) Fabrication and assembly of heavy transport equipment	(i) Cranes with a minimum lift of 3 tons.
	(ii) Coal and ore loading and unloading equipment.
	(iii) Pneumatic conveyor systems.

This notice means that the Minister of Finance is satisfied that the products mentioned above should be made in Singapore. Firms to which Pioneer Certificates are granted will enjoy the benefit of exemption from Singapore Income Tax for a period of five years. Any person may object to the making of the proposed order by giving notice in writing to the Minister of Finance, on or before the April 15, 1963.

The Singapore Government have also declared the following to be Pioneer Industries Products under the above mentioned Ordinance.

Industry	*Products*
(a) Metal manufacture.	Television aerials.
(b) Manufacture of building materials from gypsum.	(i) Lining board.
	(ii) Ceiling board.
	(iii) Acoustic tiles.

A preliminary notice of the intention of the Singapore Government to designate (a) appeared in the *Board of Trade Journal* of February 8, 1963, page 344. A similar notice about (b) appeared in the *Board of Trade Journal* of February 15, 1963. page 436. Further inquiries about the Pioneer Industries legislation may be made to the Commercial Relations and Export Department, Board of Trade, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855, Ext. 2317), quoting reference C.R.E. 6197/2G.

CEYLON

Imports of Nylon Nettings for Withering Tea

IMPORT CONTROL Notice No. 13/63 issued by the Ceylon Controller of Imports and Exports and published in the *Ceylon Government Gazette Extraordinary* of March 8, 1963, informs importers that applications for licences to import nylon netting for withering tea may be made in writing to the Control giving a statement of imports (c.i.f. value in Rupees) made in 1962, together with an estimate of import requirements for 1963. Applications must be made **before March 31, 1963.**

NEW ZEALAND

Import Licensing Schedule for 1962-63

THE NEW ZEALAND Customs Department have issued the following particulars of decisions relating to the Import Licensing Schedule for the 1962/63 period (see *Board of Trade Journal* of March 23, 1962, pages 623-631, March 30, 1962, pages 699-707, April 6, 1962, pages 767-776, and amendments published subsequently).

1. No-Remittance – Commercial and Private:

It has been decided that no-remittance import licences issued for the 1962/63 licensing period under the 'free-funds' scheme (see *Board of Trade Journal* of June 15, 1962, page 1361) will remain valid for the 1963/64 period and that funds already approved by the Reserve Bank will be available for licence issue during the 1963/64 period.

This is not an extension of the 'free-funds' scheme but merely authority for funds approved by the Reserve Bank within the original limits of the scheme to be used during the 1963/64 period.

The qualifying date for 'free-funds' will not be extended beyond September 30, 1962.

Normal no-remittance licences issued for the 1962/63 licensing period will also remain valid for the 1963/64 licensing period.

2. Replacement Licences – Exports for Sale:

It has been decided that replacement licences will be granted to normal and regular importers where they have exported goods which were originally imported by them into New Zealand and have returned the total proceeds of the sale to New Zealand. Accordingly replacement licences will be issued to the extent of the c.i.f. value of goods originally imported into New Zealand subject to the following conditions:

(a) that the goods have been exported,

(b) that a net profit has accrued to overseas exchange, and

(c) that the total proceeds of the sale are returned to New Zealand through the banking system.

3. Item Code 65.16 Textile Piece Goods, etc.:

It has been decided to extend to Retailers the additional provision for textile piece-goods, etc., under item code 65.16 already made available to the manufacturing customers of wholesalers (see *Board of Trade Journal* of December 14, 1962, page 1246) to the extent of 25 per cent. of the 1960 calendar year sales on a c.i.f. basis by wholesalers to manufacturing customers.

4. Item Code 72.54 – Primary Cells and Primary Batteries:

Consideration will be given to the issue of additional licences for hearing aid batteries only to normal and regular importers.

(*Continued on next page*)

NEW ZEALAND

Customs Tariff Inquiry

THE NEW ZEALAND Tariff and Development Board has announced that it proposes to inquire into and report on the rates of import duty which should be imposed on the following items:

Item No.	Tariff and Statistical Items	Rates of Duty					
		British Preferential	Australian Agreement	Canadian Agreement	Most-Favoured-Nation	General Tariff	Statistical Unit
	Vulcanized rubber thread and cord, whether or not textile covered, and textile thread covered or impregnated with vulcanized rubber:						
	Thread and cord composed wholly of unhardened vulcanized rubber:						
Ex 621.030.9	Other kinds . . . . . (This inquiry concerns vulcanized rubber thread and cord, textile covered.)	15%	..	..	..	35%	cwt.
Ex 655.500.0	Elastic fabrics and trimmings (other than knitted or crocheted goods) consisting of textile materials combined with rubber threads . . . . . (This inquiry concerns such items 9 inches and under in width.)	Free	..	..	10%	12½%	sq. yd.
	Knitted or crocheted fabric and articles thereof, elastic or rubberized:						
841.450.2	Elastic fabrics	Free	..	..	10%	12½%	sq. yd.

The public inquiry will take place in Room 102, 1st Floor, Departmental Building, Stout Street, Wellington, New Zealand, at 10.30 a.m. on May 21, 1963. Typewritten statements of evidence should be lodged with Mr. N. V. Farrant, Secretary, Tariff and Development Board, P.O. Box 5070, Wellington, New Zealand, not later than May 7, 1963. 'Notes for the Guidance of Witnesses', which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at Room E.54, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468). Each statement of evidence will, in general, need to be presented under oath at the public inquiry by the person tendering it.

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement 1959 they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry.

Trade associations and firms thought to be interested in the above inquiry have been informed and it is suggested that any British firm wishing to give evidence should get in touch with its trade association. Firms proposing to give independent evidence through their agents in New Zealand and wanting further information should approach the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855, Ext. 2611), quoting reference C.R.E. 3016/63.

Any British trade association or firm proposing to submit evidence is asked to advise the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1, of their intention.

FIJI

Prohibition of Imports

THE FIJI *Royal Gazette Supplement* of January 25, 1963, contains a copy of Proclamation No. 3 of 1963, which prohibits the importation of radioactive substances other than luminous dials of watches, clocks and other instruments, unless the written permission of the Director of Medical Services has first been obtained and unless such conditions as may be laid down by him have been fulfilled.

URUGUAY

Temporary Ban on Many Imports

BY A DECREE dated March 15, the Uruguayan Government has suspended for ninety days all imports of goods subject to forty and seventy-five per cent. surcharge except those imported under Latin American Free Trade Association concessions. Within this period there will be a review of existing surcharges.

Reductions in surcharges and prior deposits for goods shipped in national flag ships have been cancelled and a committee has been established to advise on new measures for protection for national shipping.

There will be increased valuations and extended application of three hundred per cent. surcharge on various motor vehicle components, and a tightening up on regulations for declaring value of imports in general.

The above measures apply immediately but imports for which declarations have already been registered are exempted.

Exclusions from scope of decree are absolute essentials and goods subject to one hundred and fifty per cent. surcharge or more.

PANAMA

Customs Tariff Increase

BY LAW No. 19, published in the Panamanian *Gaceta Oficial* on January 30, 1963, Customs duties on all imports into Panama will be increased by 1 per cent. with effect from sixty days after its signature by the President of the Republic on January 29, 1963.

BRITISH GUIANA

Customs Tariff Amendments

THE Customs Duties (Amendment No. 1) Order, 1963, amends Part I of the First Schedule to the British Guiana Customs Tariff as follows:

Item No. of Commodity	Commodity	Rate of import duty	
		Preferential Tariff	General Tariff
652-01	Cotton fabrics, grey (unbleached)	8%	13%
652-02	Cotton fabrics other than grey (bleached, dyed, mercerized, printed or otherwise finished):		
652-02.1	Cotton fabrics, white, bleached	8%	13%
652-02.2	Cotton fabrics, printed	8%	13%
652-02.3	Cotton fabrics, dyed in the piece and coloured	8%	13%
652-02.4	Cotton fabrics, woven with threads of different colours	8%	13%

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

BRAZIL

Amendments to Customs Tariff

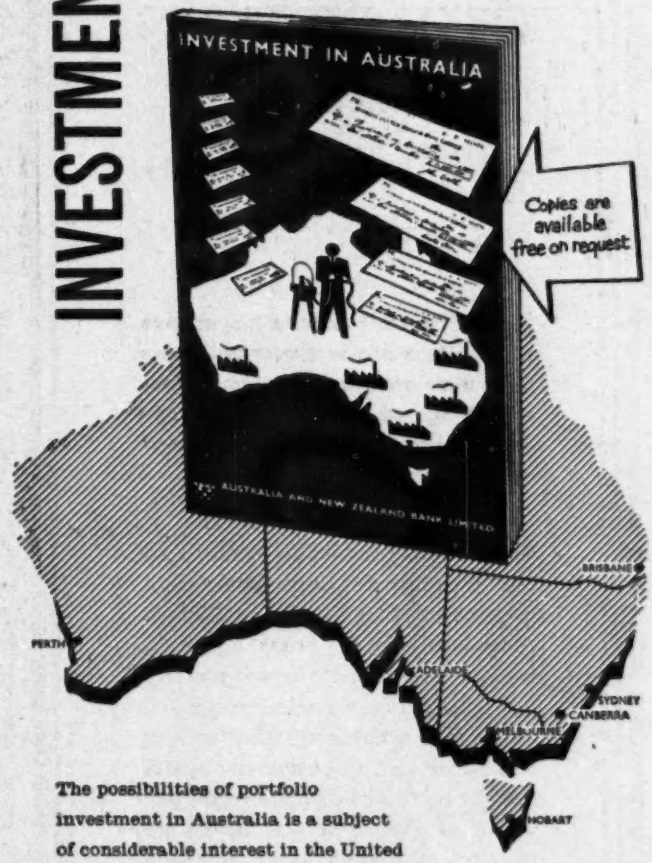
THE FOLLOWING amendments have been made to the Brazilian Customs Tariff:

Resolution No. 282 alters Item No. 39-08-004 to read 'Foil, including stratified foil, or plates of cellulose nitrate.'

Resolution No. 286. The duty on Item No. 29-05-005 (covering cyclanic, cyclenic and cycloterpenic alcohols) is reduced from 20 per cent to 10 per cent.

Resolution No. 287 alters Item No. 81-06-001 to read 'Unwrought . . .
-01 Antimony,
-02 Any other.'

INVESTMENT IN AUSTRALIA



The possibilities of portfolio investment in Australia is a subject of considerable interest in the United Kingdom. To provide authoritative information A.N.Z. Bank has published a 68-page booklet "Investment in Australia" which deals in some detail with such matters as . . .

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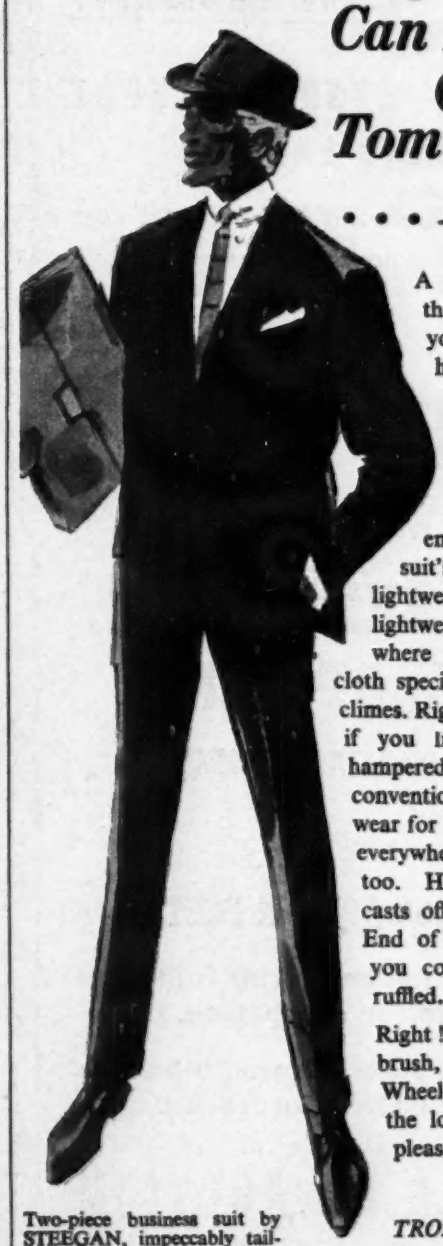

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CHILE

Amendments to Import List

THE FOLLOWING amendments should be made to Chile's list of Permitted Imports, published in the *Board of Trade Journal* of July 6, 1962, page 50. Amendments have been published at frequent intervals.

Section	Group	Item	Percentage of Tax	Category of Deposit
II	6	To the item 'Cuttings, stems, leaves, roots, dried seeds . . .' add: 'for industrial and medicinal use' . .	10	B
IV	17	Tea, in bulk	2	C
VIII	38	Alter the item 'Cords of cotton and artificial fibres . . .' to read: Cords of artificial or synthetic fibres for making tyres	Free	A
IX	46	Insert new item: Rifamycin for injections	Not yet fixed	
XI	61	Alter the item 'Hydraulic and mechanical jacks of more than 2,000 kg.' capacity to read: Hydraulic jacks of all types, and the mechanical ones of over 2,000 kg. capacity . .	50	C
	62	Reflectors for out-of-doors work, with aluminium shades	50	Not yet fixed

Further Amendments to Import List

THE FOLLOWING amendments should be made to Chile's List of Permitted and Prohibited Imports. The original list was published in the *Board of Trade Journal* of July 6, 1962, page 50, and amendments have appeared in several later issues.

Section	Group	Item	Tax Surcharge Per cent.	Deposit Category
IX	45 & 53	Transfer from the prohibited to the permitted list: Waterproofing compositions . .	Not known	
	46	Insert new item: Cyclophosphamide, in tablets and ampoules, in bulk	Not known	
XI	63	Reflectors for out-of-doors work, with aluminium shades, adjustable, hermetically sealed, damp-proof – and reflectors with forced ventilation . . .	50	C
XIII	69	Insert new item: Corks, of one piece, fine quality, cylindrical, 25 mm. diameter and 31,37 and 40 mm. long, with the name of the bottler and his trade mark burnt into them	Not known	
	75	Transfer from the prohibited to the permitted list: Metal coated paper	Not known	
	77	Transfer from the prohibited to the permitted list: Other weapons and ammunition . .	Not known	
	81	Insert new item: Felt ribbons, waterproofed and interlocked with strips of aluminium or plastic up to 25 mm. wide for doors and windows	Not known	

UNITED STATES

Internal Revenue Tax on Imported Brandied Cherries and Similar Commodities in Syrup

A NOTICE in the *Board of Trade Journal* of January 19, 1962, announced that the United States Bureau of Customs were considering charging internal-revenue tax on certain imported brandied cherries.

In Treasury Decision 55819(1) it has now been ruled that imported brandied cherries and similar commodities in syrup, solidly packed, the alcohol content of the liquid portion of which exceeds 12 per cent. of alcohol by volume or the solids content (essentially sugar) of the liquid portion expressed in grammes per 100 ml. is less than 5 times the percentage of alcohol by volume, are properly subject to the internal-revenue tax on imported distilled spirits under section 5001 of the Internal Revenue Code of 1954, at the rate of $10.50 a proof gallon of syrup content or wine gallon when below proof, unless it has been determined by the Internal Revenue Service that the particular commodity is not fit for beverage purposes.

Such commodities in alcohol which do not consist of solidly packed fruits will be subject to the distilled spirits tax if the alcohol content exceeds 12 per cent. by volume and the solids content is less than 60 grammes per 100 ml. The tax will be imposed on such merchandise entered or withdrawn from warehouse on and after May 2, 1963.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department (United States Branch), Board of Trade, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855, Ext. 2856).

CANADA

Marking of Imported Goods

THE following addition to the Canadian Marking of Imported Goods Order, published in the *Board of Trade Journal* on February 5, 1960, with amendments on April 1 and August 26, 1960, and January 6, May 5, August 18 and October 13, 1961, and May 25, 1962, has been made with effect from May 1, 1963:

Unprinted paper grocery bags and check-out sacks shall each be marked on the outer surface.

The above information is contained in Canadian Department of National Revenue Memorandum, Series D42, dated March 13, 1963.

COSTA RICA

Customs Duty Change

BY PRESIDENTIAL DECREE No. 16 published in the Costa Rican *Gaceta Oficial* on March 14, 1963, the following change has been made in the Customs Tariff:

Tariff No.	Description	Unit	New Duty	Old Duty
			(Colones)	
552-02-03-02	Synthetic detergents . .	Gross Kilo	8·0+ 85% *ad val.*	2·0+ 10% *ad val.*

The Decree refers specifically to synthetic detergents, solid or liquid.

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SPAIN

Global Quotas for 1963

THE LIST of Spanish global quotas for 1963 was published in the *Board of Trade Journal* of February 15 (pages 417-18).

Since then the Spanish authorities have published a number of corrections and amendments to the list. For ease of reference the complete corrected list is reproduced below.

Quota No.	Goods	Tariff Heading	Annual value in dollars	Method of calling
1	Hops	12.06	400,000	Six-monthly
2	Meat preserves	16.01 and 16.02	300,000	Six-monthly
3	Fruit preserves	20.03, 20.04, Ex 20.05, Ex 20.06, Ex 20.07	300,000	Six-monthly
4	Miscellaneous food products	19.04 and 21.05	50,000	Six-monthly
5	Beer	22.03	110,000	Six-monthly
6	Fish meal	23.01 B	2,000,000	Open permanently with monthly distributions.
7	Coking coal	Ex 27.01 A	1,500,000	Open permanently with monthly distributions
8	Anthracite	27.01 B	200,000	Open permanently with monthly distributions.
9	Inorganic chemical products	15.10 B, 28.02, 28.12, 28.14 A, 28.15 B, 28.20 B, 28.29 A-2, 28.29 A-3, 28.38 A-4, 28.41 B-3, Ex 28.43 A-1, 28.46 A, Ex 28.46 B, 28.49	700,000	Six-monthly
10	Organic chemical products	29.04 A-1, Ex 29.11 A-1, Ex 29.11 A-2, 29.16 A-2, 29.25 A, 29.26 C, 29.42 A, 29.42 C, 29.42 D, 29.43 A, 29.43 B, 29.44 A, 29.44 B, Ex 32.03 A, Ex 29.25 F	1,350,000	Six-monthly
11	Pharmaceutical specialities	Ex 30.02 A-2, Ex 30.02 B-2, 30.03 A-2, 30.03 B-2	825,000	Open permanently
12	Special fertilizers	31.02 H, 31.05 A, 31.05 B, 31.05 C, 31.05 D, 31.03 E, 31.03 F	500,000	Six-monthly
13	Varnishes, paints, pigments, and similar preparations	32.09 A, 32.09 B, Ex 32.09 D	300,000	Six-monthly
14	Perfumery, toilet and cosmetic preparations	33.06	200,000	Six-monthly
15	Tensoactive preparations, preparations for lyes, lubricating preparations, glues and miscellaneous products of the chemical industries, not liberalized and not included in other quotas	34.01 C, 34.02 B, 34.03, 34.06, Ex 35.05, 35.06, 38.01 A, Ex 38.03 A, 38.07, 38.08, Ex 38.09, Ex 38.18, 38.19 D, Ex 38.19 E	930.000	Six-monthly
16	Condensation, polycondensation and polyaddition products	39.01 A, 39.01 B, 39.01 C, 39.01 D, Ex 39.01 F, Ex 39.01 E	1,900,000	Six-monthly
17	Polymerization and copolymerization products, artificial plastic materials, cellulose ethers and esters and artificial resins, non-liberalized and not included in other quotas	Ex 39.02 A, Ex 39.02 B, 39.02 C, 39.02 D, 39.02 E, 39.02 F, 39.02 G, 39.02 H-1, 39.02 H-2, 39.02 I, Ex 39.02 K, 39.02 L, Ex 39.03 A, Ex 39.03 B-2, Ex 39.03 B-3, Ex 39.03 C, Ex 39.03 D, 39.04, Ex 39.05 A, Ex 39.05 B, Ex 39.06	2,400,000	Six-monthly
18	Manufactures of artificial plastic materials, of cellulose ethers and esters and of artificial resins	39.07	365,000	Six-monthly
19	Non-liberalized wood manufactures	44.15, 44.16, 44.18, 44.23	100,000	Six-monthly
20	Miscellaneous textile fibres	50.02, 50.03, 54.02, 56.01 B-1, Ex 56.01 B-2, 56.04 B-1, Ex 56.04 B-2, 57.04 A-1, 57.04 B-2a, 57.04 C	225,000	Six-monthly
21	Yarn of miscellaneous fibres	50.04, 50.05, 50.06, 50.07, 50.08, 51.01 B, 51.01 C, 51.02 B, 51.02 C, 51.03 B, 51.03 C, 54.03, 54.04, 55.05, 55.06, 56.02 B, 56.05 B, 56.06 B, 57.06, 57.07 A, 57.07 C	600,000	Six-monthly
22	Raw flax, not hackled	54.01	600,000	Six-monthly
23	Jute	57.03	6,000,000	Six-monthly
24	Coconut fibre	57.07 B	500,000	Six-monthly
25	Fabrics of miscellaneous fibres	50.09, 50.10, 51.04 B, 51.04 C, 54.05, 55.07, 55.08, 55.09, 56.07 B, 57.10, 57.11	800,000	Six-monthly
26	Textile manufactures	58.01, 58.02, 58.03, 58.04 C, 58.04 E, 58.04 F, 58.05 B, 58.05 D, 58.06, Ex 58.07, 58.08, 58.09, 60.01 C, 60.01 D, 60.01 E, Ex 60.02, Ex 60.03 A-2, Ex 60.03 B-2, 60.03 B-3, Ex 60.03 C, 60.04 C, 60.04 D, 60.04 E, 60.05 C, 60.05 D, 60.05 E, 61.01, 61.02, Ex 61.03 A, 61.03 B, Ex 61.03 C, 61.04 A, 61.04 C, Ex 61.04 D, 61.05, 61.06, 61.07, 61.08, 61.09, Ex 61.10 A, 61.10 B, 61.10 C, 61.11, 62.01 A, Ex 62.01 B, 62.02	400,000	Six-monthly
27	Special fabrics and textile manufactures for technical uses	59.01, 59.02 C, Ex 59.04, 59.05 C, Ex 59.06, 59.07, 59.08, 59.09, 59.10, Ex 59.11, 59.12, 59.13, 59.14, 59.15, Ex 60.06, 62.03, 62.04, 62.05 B	200,000	Six-monthly
28	Articles of glass and porcelain	69.11, 69.12, 69.13, 70.13	460,000	Six-monthly
29	Imitation jewellery and stones for its manufacture	71.03 A, 71.03 B, 71.12 B-2, 71.16	65,000	Six-monthly
30	Manufactures of iron and steel (miscellaneous)	73.21, 73.22, 73.23, 73.24, 73.26, 73.27, 73.28, 73.29, 73.30, 73.31, 73.32, 73.33, 73.34, 73.36, 73.37, 73.38, 73.39, 73.40 B, Ex 73.40 C-1, 73.40 C-2, 73.40 C-3	1,000,000	Six-monthly
31	Miscellaneous manufactures of non-ferrous metals	74.17, 74.18, 74.19, 76.15, 76.16	200,000	Six-monthly
32	Tools, knives and cutlery	82.01, 82.02, 82.03, 82.04, 82.06, 82.07, 82.08, 82.09, 82.10, 82.11 A, 82.11 C, 82.11 D, 82.11 E, 82.12, 82.13, 82.14, 82.15	800,000	Six-monthly
33	Tubes of iron and steel and soldered steel conductions	73.18 B, 73.19	1,000,000	Six-monthly
34	Cables, ropes and braided wire	73.25	500,000	Six-monthly
35	Non-liberalized engines and their parts	84.06 B-2 b, 84.06 B-2 c, 84.06 B-2d, 84.06 C-1, Ex 84.06 D-2	2,000,000	Six-monthly
36	Dumpers	87.02 B-2	200,000	Six-monthly
37	Non-liberalized office machinery and the like	84.51 A-2, 84.52 Ex B-2, 84.52 B-3, 84.52 D-1, Ex 84.52 E, 84.55 Ex-B	100,000	Six-monthly
38	Radio and television receivers	85.15 A	250,000	Six-monthly
39	Radio and television transmitters and transmitter receivers	85.15 B	300,000	Six-monthly
40	Non-liberalized parts for the manufacture of electric apparatus	Ex 85-15 E	400,000	Open permanently with three-monthly distributions.
41	Non-liberalized parts and articles of carbon and graphite for electrical uses	Ex 85.24	500,000	Six-monthly
42	Tractors	87.01 A, 87.01 B	2,000 units	Six-monthly
43	Parts for the manufacture of tractors	Ex 87.06	1,000,000	Open permanently with three-monthly distributions.
44	Buses and parts for their manufacture	Ex 87.02 A-2, Ex 87.04 B, Ex 87.06	1,000,000	Six-monthly
45	Non-liberalized fire-fighting material and parts for its manufacture	Ex 87.03 B, Ex 87.03 C, Ex 87.04 B, Ex 87.06	500,000	Six-monthly

(*Continued on page 735*)

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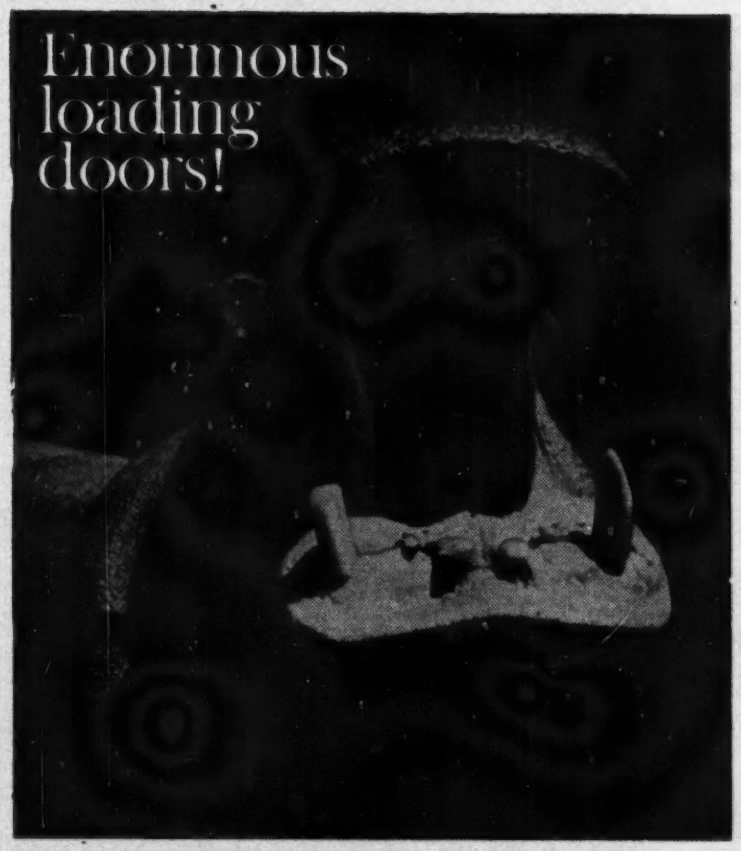

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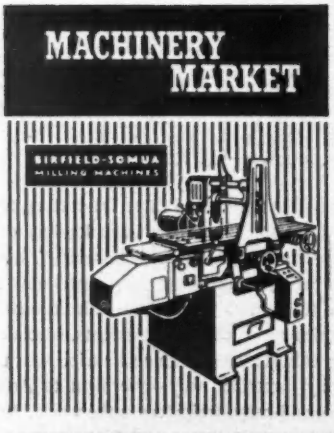

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Spain (*Continued*)

Quota No.	Goods	Tariff Heading	Annual value in dollars	Method of calling
46	Parts and accessories for the manufacture of road transport vehicles, except buses	Ex 87.06	3,000,000	Open permanently with twice-monthly distributions.
47	Taximeters and their parts	Ex 90.27, Ex 90.29	50,000	Annual
48	Phonographs, dictaphones and other apparatus for sound recording and reproduction	92.11	100,000	Six-monthly
49	Sound recordings	92.12	50,000	Six-monthly
50	Parts and accessories for apparatus under heading 92.11	92.13	200,000	Open permanently with three-monthly distributions.
51	Toys, games and articles for recreation	97.01, 97.02, 97.03, 97.04, 97.05, 97.08	100,000	Annual
52	Capital equipment for new investment projects	Sections XVI and XVII	50,000,000	Open permanently with monthly distributions.
53	Paper and its manufactures	Ex 48.01, 48.02, 48.03, 48.04, 48.05, 48.06, 48.07, 48.08, 48.09, 48.10, 48.11, 48.12, 48.13, 48.14, 48.15, 48.16, 48.17, 48.18, 48.19, 48.20, 48.21, 49.03, 49.04, 49.05, 49.06, 49.07, Ex 49.08, 49.09, 49.10, 49.11, 57.08, 57.12	5,000,000	Open permanently with three-monthly distributions.
54	Electric accumulators	85.04	50,000	Six-monthly

THE NETHERLANDS

Import Duty Tariff Quotas

A NETHERLANDS Ministerial Order No. D3/1687 of March 1, 1963, (*Nederlandse Staatscourant* No. 44 of March 4, 1963), contains an addition (reproduced below) to the list of goods to be admitted free of import duty up to annual quota specified against each item when imported from *non-EEC* countries. Goods imported under the terms of this Order may *not* be re-exported from The Netherlands before they have undergone some form of further manufacture or treatment. (Cleaning sifting, washing, dyeing, bottling, packing in bags, affixing labels, etc., will not be regarded as having been further manufactured or treated.)

The order came into force on March 4, 1963.

Additions

Tariff No.	Description of Goods	Annual Quota (Quantity: Metric tons)	
		Old (Prior to January 1, 1963)	New (From January 1, 1963)
17.03 B IV	Molasses, not decolorized, other than intended for the manufacture of cattle fodder or for the manufacture of citric acid and other than cane molasses the dry extract of which contains less than 63% of saccharose, intended for the manufacture of coffee substitutes	—	Unlimited*

* Quota for the period from March 4, 1963, until June 30, 1963, inclusive.

A previous notice on the Netherlands Import Duty Tariff quotas was published in the *Board of Trade Journal* of March 8, 1963, page 591.

BELGIUM

Transmission Tax Surcharge on Imported Goods

A BELGIAN Royal Decree dated February 28, 1963 (*Moniteur Belge* No. 48 of March 7, 1963), makes the following change in Transmission Tax Surcharge payable on certain imported goods.*

The Decree came into force on March 11, 1963.

Benelux Tariff No.	Description	Basic Transmission tax	Transmission tax surcharge on imported goods	Effect of Decree of February 23, 1963
		Per cent.	Per cent.	Per cent.
22.08	Ethyl alcohol or neutral spirits, undenatured, of a strength of 80° or higher: denatured spirits (including ethyl alcohol and neutral spirits) of any strength	16 ('taxe forfaitaire') or 6	Nil	Minus 4

Note :

The Transmission Tax Surcharge is additional to the basic Transmission Tax.

This surcharge is levied on certain specified imported goods in order to remove or reduce any difference in burden that may arise between taxation on imported goods and taxation on goods manufactured in Belgium.

*A previous notice was published in the *Board of Trade Journal* of October 12, 1962, page 779.

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BELGO-LUXEMBOURG ECONOMIC UNION

Import Duty Tariff Quotas

A BELGIAN Ministerial Order of February 27, 1963 (*Moniteur Belge* No. 44 of March 1, 1963), contains additions (reproduced below) to the list of goods to be admitted free of import duty up to an annual quota specified against each item when imported from *non-EEC* countries. Goods imported under the terms of this Order may *not* be re-exported from the Belgo-Luxembourg Economic Union in the condition in which they were imported, except where the goods are the subject of an unlimited quantity quota.

Additions

Tariff No.	Description of Goods	Annual Quota Quantity: Metric tons)	
		Old (Prior to January 1, 1963)	New (From January 1, 1963)
ex 29.06 A IV b	2:6 *ditert*butyl-*p*-cresol, intended for the preparation of cattle fodder supplements	—	Unlimited*
ex 29.16 A IV c 1	Acetyltributyl citrate	—	Unlimited
76.01 B I	Aluminium waste	120	500
78.01 A	Unwrought lead	3,000†	3,000*

* Quota for the first half of 1963.
† Quota for the second half of 1962.

Note: The Import Duty Tariff Quota in respect of acetyltributyl citrate (ex 29·16 A IV c 1) is applicable to imports from EEC countries as well as to imports from non-EEC countries.

A previous notice on the Belgo-Luxembourg Import Duty Tariff quota was published in the *Board of Trade Journal* of February 15, 1963, page 420.

EUROPEAN FREE TRADE ASSOCIATION

Goods of Area Origin Consigned from Exhibitions in Non-Area Countries

THE EFTA COUNCIL have considered the position of goods sold at an exhibition in a non-EFTA country to an importer in an EFTA country. Under the present rules, even when these goods satisfy one of the EFTA origin criteria they may be refused EFTA tariff treatment on importation because they have not been consigned from the territory of another EFTA country.

The Council have agreed, therefore, that with effect from May 1, 1963, goods which are of Area origin under paragraph 1 of Article 4 of the Convention and which are consigned to a Member State from an exhibition held in a non-Area country shall be treated as eligible for Area tariff treatment if it is shown to the satisfaction of the Customs authorities of the importing Member State that the goods:

(a) were consigned by an exporter from the territory of a Member State to the exhibition and were exhibited there; and

(b) were sold or otherwise disposed of by that exporter to someone in the importing Member State; and

(c) were consigned from the exhibition to the importing Member State during or immediately after the end of the exhibition and are in the same state at importation as they were in when consigned to the exhibition; and

(d) have not, since they were consigned to the exhibition, been used otherwise than by being demonstrated at the exhibition.

For goods which satisfy the foregoing conditions, the EFTA documentary evidence of origin shall be given on either a Form 1, 1 (spare parts), 2 or 3, completed in the usual manner. In addition, the name and address of the exhibition shall be inserted in the space marked 'Consignee'.

In this notice, the term 'exhibition' means a trade, industrial, agricultural or crafts exhibition, fair, or similar show or display, not organized for private purposes in shops or business premises with a view to the sale of foreign goods.

EUROPEAN ECONOMIC COMMUNITY

Tariffs in the European Economic Community

THE *Journal Officiel des Communautes Europeennes* dated March 6, 1963, contains the text of a Decision by the Council of the European Economic Community temporarily suspending the Common Tariff for the following item:

Tariff Heading	Description of Goods	Common Tariff Rate of Duty for 1963
ex 17.03 B IV	Molasses: Not specified	Suspension until June 30, 1963.

A notice, published in the *Board of Trade Journal* of January 18, 1963, pages 176 and 177, summarized the general progress made by the European Economic Community in the tariff field and covered lists of products for which the total or partial suspension of the Common Tariff had been granted for 1962 and 1963. The following two items appeared in the list of products for which the Common Tariff had been suspended or reduced during 1962 but should also have been shown in the list relating to items for which the Common Tariff has been suspended or reduced for 1963:

Tariff Heading	Description of Goods	Common Tariff Rate of Duty for 1963
ex 38.03 B	Activated bauxite	Suspension until December 31, 1963.
ex 68.11	Certain cement products	Suspension until June 30, 1963.

Further Translations of EEC Regulations

THE following further translation of an EEC Regulation is now available from H.M. Stationery Office, Kingsway, London, W.C.2, and branches:

Regulation No. 2/63 amending Regulations Nos. 109 and 110 as regards the definition of the offer price for live butchering sows and slaughtered sows. Price 8d.

ITALY

Imports of Objects of a Scientific, Educational or Cultural Character

THE AGREEMENT signed in 1950 at Lake Success (New York) permitting the duty-free import of items and material of a scientific, educational or cultural character has now been ratified by Italy and enters into force on February 26, 1963.

Inquiries about this notice should be addressed to Export Services Branch (Tariff Section), Room E.45, Board of Trade, Hillgate House, 35 Old Bailey, E.C.4. (Tel. City 5757, Ext. 457.)

Import Quotas for 1963

ITALIAN Ministerial Decrees dated February 2 and 9, 1963, fix the two following import quotas from all countries:

12 01 GIV a	Cotton seed for sowing, duty free:	6,000 quintals.
73 02 EI c 1	Ferro-chrome with carbon content not exceeding 0·1 per cent. admitted at a reduced rate:	5,000 tons.

West German Supplement – Correction

On page 30 of the supplement in the *Board of Trade Journal* of March 22 the address of James Robertson and Sons Ltd., in the picture caption should read Paisley, Scotland, and not Dundee. In the photograph on page 44 of the 'Swan River' (Houlder Brothers and Co. Ltd.) the Austin cars shown were destined for Argentina. Although British cars are exported to West Germany, this company's ships do not in fact load cargoes to West Germany from the United Kingdom.

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FRANCE

Global Quotas for Imports

THE FRENCH *Journal Officiel* of March 17, 1963, announced the opening of credits for the import under global quotas of goods remaining subject to quantitative restrictions, during the first half of 1963, from all countries of the convertible franc zone, including Britain.

Applications to import goods in the following lists which, when imported from Britain, are the subject of liberalization measures or negotiated bilateral quotas, should be made in accordance with the conditions set out in the appropriate notice and not within the framework of the present notice.

Otherwise applications for licences should be submitted to the *Direction des Relations Economiques Exterieures, Services des Autorisations Commerciales (Importations), Ministere des Finances et des Affaires Economiques*, 8, rue de la Tour-des-Dames, Paris 9e, and should bear in the appropriate places on the application form the inscription 'Contingents globaux – Avis du March 17, 1963 – No. du Code . . . ', the country of origin, and the country from which the goods are being imported.

Import licence applications made in accordance with previous notices for global quotas will be considered null and void if they have not been returned to the importers by March 24, 1963.

I. Products to be imported by Associations or Similar Organisations.

Quota No.	Tariff No.	Product	Importing Association
50	Ex 12-01, ex 15-07	Seeds and oils for alimentary use	S.I.O.F.A., 174 Avenue Victor Hugo, Paris 16e.
505	12-01 F II, 15-07 ex B	Linseed oil and seed . .	S.I.L.I.N., 174 Avenue Victor Hugo, Paris 16.
770	48-01 A, E I	Newsprint and paper for periodicals	Societe Professionnelle des papiers de presse 8, rue Yvon-Villarceau, Paris 16.

(*Continued in next column*)

II. Products to be imported under licences for which applications are examined as and when they are received.

Quota No.	Tariff No.	Product
026	02-01 Ex B	Offal and guts for organo-therapeutic use.
0261	02-01 Ex B	Offals.
D.A.	Miscellaneous	Various agricultural products with the exception of those imported under the minimum price arrangements.
170	09-01 A I a	Green coffee.
1731	09-04 A I	Pepper.
174	08-01 D II a, I, u	Shredded coconut.
24	78-01 B, 79-01 B, ex 80-01	Ore and scrap of non-ferrous metals.
25	73-02 I J III, ex 80-01, 81-03 ex A, 81-04 F I, GI, I, JI, KI, M I, O I,	Ferro-alloys, and various non-ferrous metals.
S.M.C.	Miscellaneous	Various products imported under the authority of the Service Metaux, Minerais et Materiaux de construction de la direction des mines.
31	Ex 73-01	Charcoal iron.
463	85-21 C, 85-21 E I	Radio components.
D.M.E.	Miscellaneous	Various equipment of mechanical and electrical industries.
47	Miscellaneous	Various aeronautical equipment.
48	Ex 89-01 BI, Ex 89-02	Sea-going vessels (including pleasure and sports boats) and tugs.
5002	12-01 Ex A	Edible groundnuts.
5007	15-07 B II, ex c	Chaulmoogra oil.
5031	12-01 Ex D	Soya seed for industrial use.
5042	15-07 B I a	Castor oil.
50a	12-01 ex G III, IV, VIII, Ex 15	Various oleaginous seeds and fruits for non-alimentary use and various fatty substances other than those imported under the authority of S.I.O.F.A.
5121	13-02 Ex C	Kordofan gum.
5132	12-01 Ex G, 12-07 H, K	Plants for medicinal use and mustard seed for pharmaceutical use.
5146	05-14	Various raw materials of animal origin for pharmaceutical use.
51	Miscellaneous	Various raw materials for the chemical industry.
5325	Miscellaneous	Raw materials for antibiotics, cortisons, and steroid derivatives.
535	Miscellaneous	Various other raw materials for pharmaceutical use.
539	38-16, 38-19 Q IV 1	Various culture and reactive media.
54	Miscellaneous	Various parachemical products.
56	Ex 70	Various glass products.
573	53-02 ex B	Hair of Angora rabbit.
803	71-15 B I a, B I 62a, B II b3	Articles of precious and semi-precious stones.
D.I.D.T.	Miscellaneous	Various products imported under the authority of the Direction des Industries Diverses et des Textiles.

Licence applications for all the goods listed above may be submitted from March 17, 1963, onwards. The full French text of the notice may be seen at the Export Services Branch, Board of Trade, Room E.38, Hillgate House, 35 Old Bailey, London, E.C.4.

Fruit Annual 1963

THE FRUIT ANNUAL 1963, (18th edition) gives facts, figures and firms in the international trade in fresh, dried, frozen and canned fruits, reports on crops, production of processed fruit, exports, imports and consumption in all the major countries. Copies, price £1, post free, from British Continental Trade Press Ltd., 222, Strand, London, W.C.2.

NOTICE

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of the Tariff Customs and Import Regulations of Overseas Countries. Every attempt is made therefore to group countries by Continents as far as possible. The leading notice is selected on the basis of its overall importance to traders. The fact that a country occasionally appears out of context arises from technical modifications unavoidable in the making-up of these pages.

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MALAGASY REPUBLIC

Global Quotas for the first half of 1963/4

THE *Journal Officiel* of the Malagasy Republic dated March 2, 1963, published details of the global quotas for the period March 15, 1963 to September 14, 1963. These are given below:

1. List of Goods for which Quotas are Administered by the Department of Economic Affairs External Trade Service.

Quota No.	Tariff No.	Description	Quotas (In French Francs)	Remarks
1	04-01 and 02	Milk	30,300	Reserved for industry and for medical usage.
4	22-09-55, 56, 61 and 62	Whisky and gin	110,000	Annual quota for catering trade.
6	01, 03-03, 06-01 and 02, 07, 11-07, 12-06, Ex 15, 09-04	Live animals, crustaceans and molluscs, bulbs, tubers, onions and other live plants and roots, malt, hops, fats and oils, except edible fats and oils, white pepper	330,000	*Malt:* Reserved for industry. *Hops:* Reserved for industry. *Fats and oils:* Reserved for industry. *White pepper:* Reserved for fish and meat canneries.
7	24-01, 24-02	Raw tobacco	894,800	Reserved for industry.
8	25-23	Manufactured tobacco	262,500	
9	25-20	Hydraulic cements	583,300	
	27-01, 02, 04	Gypsum		Reserved for industry.
	73 (except 73-38	Coal, lignite and coke		Reserved for industry.
	74 to 81	Iron, cast iron and steel, except household goods. Non-ferrous metals	933,300	
10	27-09 to 27-16	Petroleum products	20,037,500	
11	30	Pharmaceutical products		
	32-05	Colouring matters	198,300	
	38-11	Insecticides		
12	39	Plastics materials	116,700	Reserved for industry – for end users.
13	40	Rubber, inner tubes, rubber tyres	291,700	
14	28	Inorganic chemical products		
	29	Organic chemical products		
	31	Fertilizers		
	32 (except 32-05	Tanning and dyeing extracts except colouring matters	595,700	
	34-02-09	Organic surface-active agents		
	34-07	Dental wax		
	37-02	Film in rolls, sensitized, unexposed		Reserved for radiographic films for the health service.
	38 (except 38-11	Various chemical products except insecticides		
	36-06	Matches	320,800	
15 and 16	55-07 to 09 (except 55-09-17)	Woven fabrics of cotton, except unbleached weighing less than 500 grammes per square meter	700,000	Reserved for use of machine-operated clothing factories employing more than 10 people, and for co-operatives.
	56-07	Synthetic and artificial fibres (discontinuous)		
	62-01	Blankets and travelling rugs		
17 and 18	60	Hosiery; knitted goods	81,600	Reserved for industry.
19	82	Tools and cutlery		
	83	Miscellaneous common-metal manufactures	157,500	Reserved for industry and end-users.
20		Articles of Quota No. 20 in List II	918, 300	Reserved for end-users.

Quota No.	Tariff No.	Description	Quotas (In French Francs)	Remarks
21	Ex 84	Non-electric machinery and apparatus	4,975,800	
	Ex 85	Electrical machinery and apparatus		
	86	Railway equipment		
	88	Aircraft and parts, etc.		
	89	Ships and boats, etc.		
	Ex 90	Optical, measuring, checking, precision, medical and surgical instruments and apparatus		
	94-02	Medical and surgical, dental and veterinary furniture		
22	87-01-01, 11 and 51	Tractors, other than those specified below		
	87-01-21 and 22	Track-laying tractors	1,278,000	Annual credit.
	87-01-31, 39 and 40	Wheeled tractors		
	87-02-05, 06, 08	Motor vehicles for transport of persons	295,000	Annual credit.
	87-04-21	Chassis fitted with engines, with one driving axle, for transport of persons		
	87-02-12, 13, 14	Motor vehicles, for transport of goods	2,265,000	Annual credit.
	87-03	Special-purpose motor lorries and vans (e.g. breakdown, fire, etc.),		
	87-04-29	Chassis other than those destined for vehicles transporting persons		
	Ex 87-14	Trailers		
	87-05, 87-06	Bodies and basic parts for for vehicles within 87-01 to 87-03	1,675,000	Annual credit.
23	87-09 to 87-13	Cycles, motor-cycles and spare parts	155,200	
24	44-03, 04 and 05	Wood in the rough, roughly squared or half-squared, sawn, sliced, peeled	5,213,000	Reserved for the conduct of administrative markets of public interest; (reserved for industry).
	48	Paper and paper-board manufactures		
	49	Books, newspapers, periodicals, pictures, etc.		
	55-05 and 06	Cotton yarn and tweeds		
	56-05 and 06	Synthetic and artificial yarns and fibres (discontinuous)		Reserved for industry and workshops.
	57-03	Jute, raw or processed, but not spun		
	65-01 and 02	Hats, hat-shapes and bodies		
	70	Glass and glassware		Reserved for industry and administration.
	96	Brushware		Reserved for industry and administration.
	50	Silk	116,700	Reserved for use of machine - operated clothing factories employing more than 10 people, and to co-operatives.
	51	Synthetic or artificial textiles		
	53	Wool, animal and horse-hair		
	54	Flax and ramie		

2. List of Goods for which Quotas are Administered by the Provincial Department of Economic Affairs.

Quota No.	Tariff No.	Description	Quota Values (French Francs 100%)	Diego-Suarez 10%	Fianarantsoa 19%	Majunga 13%	Tamatave 18%	Tananarive 30%	Tulear 10%
		A. General Goods:							
1	04-01 to 04.04	Dairy Produce, milk, butter, cheese	536,700	53,670	101,973	69,771	96,606	161,010	53,670
3	22-03	Beers	402,500	40,250	76,475	52,325	72,450	120,750	40,250
4	22-05	Ordinary and sparkling wines; liqueur wines							
	22-08 and 09 (except 22-09, 55, 56, 61	Alcohols and liqueurs, other than whisky or gin	303,300	30,330	57,627	39,429	54,594	90,990	30,330
	22-09-55, 56, 61-62	Whisky and gin							
5	17 (except 17-01)	Other sugars and confectionery							
	18	Cocoa and cocoa preparations	71,200	7,120	13,528	9,256	12,816	21,360	7,120
	19	Preparations of cereals, etc.							
	04-05 and 04-06	Eggs and honey							
	09-02	Tea	517,000	51,700	98,230	67,210	93,060	155,100	51,700
	09-03 to 10	Mates and spices							
	Ex 15	Oils and fats, except edible oils and fats							

(*Continued on next page*)

Malagasy (*Continued*)

Quota No.	Tariff No.	Description	Quota Values French Francs 100%	Deigo-Suarez 10%	Fianarantsoa 19%	Majunga 13%	Tamatave 18%	Tananavive 30%	Tulear 10%
9	73 (except 73-38)	Iron, cast-iron and steel	583,400	58,340	110,846	75,842	105,012	175,020	58,340
	74 to 81	Non-ferrous metals							
14	34-04	Polishing waxes and creams for shoes, metal polishes, etc.							
	34-07	Moulding/modelling pastes							
	37	Photographic and cinematographic products	116,000	11,600	22,040	15,080	20,880	34,800	11,600
	35	Albumenoidal substances and glues							
	36 (except 36-06)	Explosives and explosive powders, except matches							
17	61	Clothing and accessories	119,600	11,960	22,724	15,548	21,528	35,880	11,960
and 18	62-04	Tarpaulins, sails, blinds, tents and camping goods							
19	73-38	Domestic ware							
	82	Tools and cutlery	1,088,700	108,870	206,853	141,531	195,966	326,610	108,870
	83	Miscellaneous products in common metals							
20	84-11, 93	Air conditioners							
	84-12, 84-13	Domestic refrigerat'on, heating, etc., machinery							
	84-15, 84-17-09, 21, 30, 41	Instruments and apparatus for weighing, domestic washing machines							
	84-20, 84-40								
	84-51 to 55	Typewriters, calculating machines, cash registers, duplicators, photo-copying machines and spare parts							
	Ex 90-10								
	Ex 84	Other consumer goods as in Chapter 84							
	85-06, 07, 10 and 12	Electromechanical domestic appliances	2,638,300	263,830	501,277	342,979	474,894	791,490	263,830
	85-03	Electric batteries							
	85-15	Domestic radio apparatus							
	85-20	Incandescent lamps and tubes							
	90-01 to 90-05	Lenses, spectacle frames, spectacles, opera glasses							
	90-07 to 90-09	Photographic and cinematographic apparatus							
	Ex 90	Other consumer goods of Chapter 90							
	91	Watches and clocks							
	93	Arms and munitions, except those for military use							
	Ex 84-41	Domestic sewing machines	130,100	13,010	24,719	16,913	23,418	39,030	13,010
24	23	Residues and wastes from food industries; prepared animal fodder							
	42	Leather goods, etc.							
	44	Wood and wood articles except tropical essences							
	45	Cork and cork articles							
	48	Paper and paperboard, and products thereof							
	51 (except 51-04)	Man-made fibres, continuous, excluding woven fabrics	4,277,400	427,740	812,706	556,062	769,932	1,283,220	427,740
	55-06	Cotton yarn put up for retail sale							
	58	Carpets, tapestries, mats, velours, etc.							
	59	Wadding and felt, etc.							
	62 (except 62-01, 03 and 04)	Other made-up textile articles, except blankets, jute bags, sails, blinds, tarpaulins, etc.							
	64	Footwear							
	65	Umbrellas							
	68	Articles of stone, etc.							
	69	Ceramics							
	71 (except 71-03 and 16)	Pearls and precious stones, etc., except synthetic stones and imitation jewellery							
	70	Glass and glassware							
	92	Musical instruments							
	94 (except 94-02)	Furniture and beds, except medical and surgical furniture	542,500	54,250	103,075	70,525	97,650	162,750	54,250
	97	Toys, games and sports goods							
	50	Silk							
	51	Textiles of man-made fibres, continuous							
	53	Wool and other animal hair							
	54	Flax and ramie							
		B. Fabrics:	100%	10%	16%	13%	15%	26%	20%
15 and 16	55-07 to 55-09 (except 55-09-17)	Cotton woven fabrics except unbleached, weighing less than 500 gm. per square meter	7,364,600	736,460	1,178,336	957,398	1,104,690	1,914,796	1,472,920
	56-07	Synthetic and artificial fibres (discontinuous)							
	62-01	Blankets and travelling rugs							

The following conditions apply to the above list:

In each province the use of global quotas for the undernoted commodities may not exceed the percentages shown:

Quotas No. 15 and 16 (Fabrics) imported from Far East – – – – – – – – – – 35 *per cent.*

Quotas No. 17 and 18 (Clothing, accessories, etc.) imported from Far East – – – – – 40 *per cent.*

Quota No. 19 (tools and cutlery, etc.) from Far East 50 *per cent.*

The above quotas, in both tables 1 and 2, correspond approximately to seven-twelfths of the annual quotas, except those under quota No. 22, which represents the quota amounts for the whole year. Requests for quotas, except those under quota No. 22, should be submitted to the appropriate authorities in the Malagasy Republic from March 26 to April 1, 1963.

The French text of this announcement may be seen at the Export Services Branch, Board of Trade, Room E38, Hillgate House, 35 Old Bailey, London, E.C.4.

KUWAIT

Transport Purchasing Delegation

A FOUR MAN delegation representing the Kuwait Transport Company arrived in London on March 13 (until March 21) with the intention of visiting 'bus and coach works, as well as factories producing saloon cars and trucks. The company is interested in purchasing 250 trucks and 'buses.

The delegation spent a week in this country, during which they visited various firms, including Duple Motor Bodies Ltd. at Hendon, A.E.C. Sales at Southall, Dennis Brothers Ltd. of Guildford, Rootes and Vauxhall at Dunstable, the Austin Motor Co. Ltd. at Longbridge and Fords at Langley. The delegation also visited the Royal Docks at the invitation of the Port of London Authority, the Birmingham City Bus Company, and the Leicester City Transport Company.

Because of shortage of time the delegation could not visit all the firms they wished to. The delegation would, therefore, like the firms they were unable to visit, especially those dealing in spare parts and garage accessories, to write direct to the company, care of P.O. Box No. 375, Kuwait.

REPUBLIC OF SOUTH AFRICA

Customs Tariff Changes

GOVERNMENT NOTICE No. 80 published in the Republic of South Africa *Government Gazette* of February 1, 1963 reproduces List No. 42 to the Customs Tariff Guide. Consequential Customs Tariff Changes are as follows:

Horse Blankets, shaped and bound, and fitted with buckles and straps have been transferred from Tariff Item 335 to Tariff Item 252. The duty is now 25 per cent. *ad valorem* if new and 40 per cent. *ad valorem* if for sale second-hand from all sources instead of 20 per cent. *ad valorem* from all sources as previously.

Fibre Glass Products, balls, blankets, quilts and similar sound or thermal insulation products for building and refrigerator insulating mats in the piece have been transferred from Tariff Item 335 to Tariff Item 73(3). The duty remains unchanged at 20 per cent. *ad valorem* from all sources.

Fluxes n.e.e. for brazing, soldering or welding, in bulk have been transferred from Tariff Item 335 to Tariff Item 239(6). The duty is now 10 per cent. *ad valorem* from all sources instead of 20 per cent. *ad valorem* from all sources as previously. These commodities imported otherwise than in bulk are still classified under Item 335 for duty purposes.

Food Mixers or Grinders, electric, domestic have been transferred from Tariff Item 335 to Item 119 (d). The duty remains unchanged at 20 per cent. *ad valorem* from all sources.

Fur Trimmings backed with fabric and being made-up articles are now classified under Tariff Item 73(1) (a) (xxiii) but the duty remains unchanged at 20 per cent. *ad valorem* from all sources.

Fusel Oil imported in bulk has been transferred from Tariff Item 335 to Tariff Item 239(6). The duty is now 10 per cent. *ad valorem* from all sources instead of 20 per cent. *ad valorem* as previously. This commodity imported otherwise than in bulk remains classified under Item 335 at 20 per cent. *ad valorem* from all sources.

Girth Straps, wholly or chiefly of leather have been transferred from Tariff Item 256 to Item 252. The duty, on these straps, if new remains at 25 per cent. *ad valorem* from all sources; if second-hand, for sale, the duty is 40 per cent. *ad valorem* from all sources.

Glass Powder has been transferred from Tariff Item 335 to Item 171 (i). The duty is unchanged at 20 per cent. *ad valorem* from all sources.

Mirrors—Glass

(i) for bicycle accessories were previously classified under Tariff Items 86 (a) (iv) (b) and 86 (a) (vi) at 20 per cent. *ad valorem* and 5 per cent. *ad valorem* respectively from all sources. They have now been transferred to Tariff Item 171 (h) and if they are framed of a free-on-board price not exceeding 10 cents each the duty is 2½ cents each from all sources; on all others the duty payable is 20 per cent. *ad valorem* from all sources.

(ii) for motor vehicle accessories, previously classified under Tariff Item 130 (a) (11) (iii) at 20 per cent. *ad valorem* from all sources have been transferred to Tariff Item 171 (h). The duties are the same as stated in paragraph (i) above.

Mixers, cement, plaster or mortar, for builders have been transferred from Tariff Item 335 to Item 118 (g). Previously dutiable at 20 per cent. *ad valorem* from all sources, they are now free of duty in the minimum column (Britain), 3 per cent. *ad valorem* in the intermediate column and 5 per cent. *ad valorem* in the maximum column.

Mixers, food domestic, electro-mechanical for mixing dough, drinks, fruits, cream etc, whether for use in the home, cafes or hotels have been transferred from Tariff Item 335 to Item 119 (d). The duty remains unchanged at 20 per cent. *ad valorem* from all sources.

Tourmaline, varieties, other than gemstones, in the rough have been transferred from Tariff Item 335 to Item 178(2). They are now free of duty from all sources instead of being dutiable at 20 per cent. *ad valorem* from all sources as previously.

Tracing Cloth, woven cotton specially prepared for use in the making of ink tracings has been transferred from Tariff Item 76(6) to Item 72. The duty under this item depends on what the fabric is coated or impregnated with.

GOVERNMENT NOTICES Nos. R.372 and R.373, published in the *Republic of South Africa Government Gazette* of March 15, 1963, set out the following amendments to the Customs Tariff with effect from that date. Britain pays the intermediate rate of duty in these instances unless otherwise shown:

Tariff Item	Article	Minimum Duty	Intermediate Duty	Maximum Duty
	G.N. No. R. 372.	cents	cents	cents
78	Man-made fibres:			
	(6) Fabric in the piece (except blanketing, canvas provided for in item 75 (i) and fabrics provided for elsewhere in this item) containing more than 50% by weight of rayon or cellulose acetate or mixtures thereof:			
	(d) Other, woven:			
	(ix) Printed:			
	(A) Of a free-on-board price not exceeding R. 1·10 per lb. by weight of material, but excluding indigo blue discharge prints and all napped or raised, plush or pile and embossed fabrics	5%	5%	10%
	or per yard	Free	2½ less 5%	10
		whichever duty shall be the greater		
	and in addition per yard	6½ less 10% (U.K.)	6½ less 10%	—
	By the substitution in sub-paragraph (A) of paragraph (6) (d) (ix), for the words 'plush or pile and embossed fabrics' of the words 'and plush or pile fabrics.'			
100	By the substitution, for paragraph (2), of the following paragraphs:			
	(2) Cans (metal), of a kind used for the packing of goods	—	20%	—
	(3) Aerosol valves and valve assemblies	—	10%	—

Definition of Manufactures of a Particular Territory

DETAILS were given in the *Board of Trade Journal* of December 7, 1962, of Government Notice No. 1877. Government Notice No. R.374, published in the *Republic of South Africa Government Gazette* of March 15, 1963, repeals that Notice and states that the following goods, classifiable under the tariff items indicated, shall not be regarded as having been produced or manufactured in any particular territory unless the spinning, weaving and printing processes were performed in that territory:

Tariff Item	Goods
76 (6) (a) (viii) (A) 76 (6) (b) (ix) (A)	Printed woven fabrics in the piece, containing 50 per cent. or more by weight of cotton of a free-on-board price not exceeding R. 1·10 per lb. by weight of material, excluding indigo blue discharge prints and fabrics raised on one or both sides.
78 (6) (d) (ix) (A)	Printed woven fabrics in the piece, containing more than 50 per cent. by weight of rayon or cellulose acetate or mixtures thereof, of a free-on-board price not exceeding R. 1·10 per lb. by weight of material, excluding indigo blue discharge prints, and all napped or raised and plush or pile fabrics.
78 (7) (a) (v) (B)	Printed woven fabrics in the piece, containing more than 50 per cent. by weight of man-made fibres other than rayon or cellulose acetate, of a free-on-board price not exceeding R. 1·10 per lb. by weight of material, excluding indigo blue discharge prints.
80 (4) (a) (vi) (A)	Printed woven fabrics in the piece, containing in their composition cotton or man-made fibres or mixtures thereof, in respect of which no single fibre taken separately, or rayon and cellulose acetate or wool and hair taken together, exceeds 50 per cent. by weight, except in the case of cotton which shall constitute less than 50 per cent. by weight, of a free-on-board price not exceeding R. 1·10 per lb. by weight of material, but excluding indigo blue discharge prints.

Design Regulations, 1962

THE SOUTH AFRICAN Designs Regulations, 1962, were published in the *Government Gazette Extraordinary* (*Regulation Gazette* No. 170) on March 1, 1963. A copy of the *Gazette* may be inspected in the Patent Office Library Annexe, Chancery House, Southampton Buildings, London, W.C.2.

(*Continued on next page*)

REPUBLIC OF SOUTH AFRICA

Customs Tariff Applications

CUSTOMS TARIFF application List No. 331, published as Government Notice No. 159 in the Republic of South Africa *Government Gazette* of March 15, 1963, sets out details of a proposal by the Brussels Nomenclature Committee and the South African Department of Customs and Excise for the revision of certain tariff and rebate items relating to textiles.

The Brussels Nomenclature Committee have made the following observations with regard to the underlying objects behind the proposals:

(1) To simplify calculations and tariff provisions, the square yard should be used throughout the First, Second and Third Schedules as the basis for indicating free-on-board prices, weights and rates of duty based on measurements.
(2) To simplify tariff and rebate provisions based on textile fibre composition, textiles should be classified on the basis of the fibre predominating by weight in any fabric, with due regard, however, to preferences.
(3) To simplify composite duty formulae where a minimum rate applies, separate provision should be made in one sub-item for fabrics falling above the marginal price and for the balance of the fabrics in the other sub-item, and separate sub-items should be created for fabrics of cotton or of cellulosic fibre which are subject to the United Kingdom preference.
(4) Woven fabrics should be provided for quite apart from knitted or crocheted fabrics, and pile fabrics (other than terry towelling of cotton) should be provided for quite apart from other woven fabrics.
(5) Residual items should be placed first in order to avoid continual disturbance to the tariff structure by subsequent additions and deletions, and specific fabrics, for example, winter-sheeting of cotton, should be shown in one sub-item under which the duty position is fully set out without the need for reference elsewhere.
(6) Tariff wording should be simplified by inserting general notes stating that fibre percentages are always based on weight and, that "cellulosic fibre" means fibre of rayon and cellulose acetate and mixtures thereof.
(7) The rates of duty under sub-headings should be examined with the view to elimination of anomalies, wherever possible.
(8) The provisions for the manufacture of clothing under the Second Schedule should be recast at the same time on the above-mentioned lines with the view to simplification.
(9) The definitions of calico, drill, twill and sateen should be deleted.

Customs Tariff application List No. 332 published as Government Notice No. 165 in the Republic of South Africa *Government Gazette* of March 15, 1963 states that the Board of Trade and Industries has received the following application affecting the Republic's Customs Tariff:

For an increase in duty on:

All kinds of manufacturered wooden flooring blocks from 3 per cent. *ad valorem* to 30 per cent. *ad valorem* or 75 cents per square yard, whichever is the greater.

Note: This application supersedes the application included in Customs Tariff application List No. 319 (see *Board of Trade Journal* of November 9, 1962, page 969.)

Where British trade organizations are thought to be interested in the above applications they are being informed, and it is suggested any British firm wishing to make representations to the South African Board of Trade and Industries and belonging to a trade organization should get in touch with that body in the first instance.

Firms proposing to make independent representations to the South African Authorities and desiring further information relating to the above, should address their inquiries to the Commercial Relations and Export Department, Board of Trade, Horse Guards Avenue, London, S.W.1 quoting reference (1) C.R.E. 3268/63; (2) C.R.E. 12531/62.

IVORY COAST

Global Import Quotas for January/June 1963

IT HAS been announced in Abidjan that the following quotas have been opened for the import of goods from all countries for the first half of this year:

(Rate of Exchange: £1 = 691 francs CFA)

Description	Values (in millions of francs CAF)
Various drinks	30
Sugars other than beet or cane, syrups, artificial honey, caramel	1
Foodstuffs:	
(a) Fruit and vegetables:	25
(b) Other products:	25
Tobacco	50
Mineral and Metal products	20
Pharmaceuticals, colouring matter, insecticides	10
Plastics goods	10
Various Chemical Products	10
Printed fabrics:	
Printing charges	270
Wax prints	90
Knitted and crocheted goods, clothing and second-hand clothing	10
Domesticware, tools and cutlery	50
Air-conditioners and refrigerators	40
Office machinery	20
Domestic radio equipment	15
Photographic equipment	5
Clocks and watches	3
Other mechanical and electrical equipment	25
Cycles and motor cycles	4
Various	30
Total	743

The French text of this announcement may be seen at the Export Services Branch, Board of Trade, Room E.38, Hillgate House, 35 Old Bailey, London, E.C.4.

LIBERIA

Customs Tariff

THE LIBERIAN Customs Tariff has been amended in respect of the following items:

Schedule	Commodity description	Unit	Rate of duty
3-15a	(Delete) Beer.		
3-15b	Beer	U.S. gal.	$1·92
4-3a	Leaf tobacco	lb.	30 cents
9-1n	Air conditioners	*ad val.*	20%
9-6d	Garage tools of all kinds, including jacks, lifts, welding apparatus and parts (electric or non-electric), welding rods, etc.	*ad val.*	20%

The changes have been in force since March 1, 1963. Inquiries about this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 459.)

Plastics International

The second edition of an international guide to plastics plant, materials and processes has been published under the title 'Plastics International'. Copies: Temple Press Ltd., Bowling Green Lane, London, E.C.1. Price 63s.

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FEDERATION OF RHODESIA AND NYASALAND

Customs Tariff Application

THE BRITISH Trade Commissioner at Salisbury has reported that the Ministry of Commerce and Industry has received an application for an increase in the Customs duty applicable to the following commodity. Britain pays the column D rate of duty:

Tariff Item	Commodity	Duty A	Duty B	Duty C	Duty D
Ex 329 (a) (ii)	SANITARY TOWELS: Containing cotton wool or rayon (including cellulose acetate), wool, but excluding tampons:				
	Present duty . .	Free	Free	Free	Free
	Requested duty . *ad val.*	20%	20%	20%	20%

Where British Trade Organizations are thought to be interested in the above application they are being informed, and it is suggested that any British firm desiring to make representations to the Ministry of Commerce and Industry and belonging to a trade organization, should get in touch with that body in the first instance.

Firms proposing to make independent representations to the Federal Authorities and desiring further information relating to the above should address their inquiries to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1, quoting reference C.R.E. 3310/63. The closing date for the receipt of evidence by the Federal Ministry of Commerce and Industry is April 11, 1963.

Further Customs Tariff Application

THE BRITISH TRADE COMMISSIONER at Salisbury has reported that the Ministry of Commerce and Industry has recieved an application for an increase in the Customs duty applicable to the following commodity. Britain pays the column D rate of duty:

tem	Commodity	Duty A	Duty B	Duty C	Duty D
32	Milk (including cream), condensed or preserved:				
	(b) (ii) Skimmed or separated milk, excluding skimmed milk powder in packages exceeding ten pounds in weight:				
	Present duty . per lb.	£0 0s. 1d.	£0 0s. 1d.	Free	Free
	Requested duty . per lb.	£0 0s. 4d.	£0 0s. 4d.	£0 0s. 3d.	£0 0s. 3d.

Where British Trade organizations are thought to be interested in the above application they are being informed, and it is suggested that any British firm desiring to make representations to the Ministry of Commerce and Industry and belonging to a trade organization should get in touch with that body in the first instance.

Firms proposing to make independent representations to the Federal Authorities and desiring further information relating to the above should address their inquiries to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1, quoting reference C.R.E. 3082/63. The closing date for the receipt of evidence by the Federal Ministry of Commerce and Industry is April 11, 1963.

Visits Overseas by U.K. Businessmen

United Kingdom businessmen travelling overseas are urged, in their own interest, to give advance notice of Trade Commissioners and Foreign Service Officers if they propose to call on them, especially if it is intended to ask for information or other help which it may take time to prepare. It is often advisable to telephone for an appointment on arrival.

Export Services Branch and the Regional Offices of the Board of Trade, if approached, will pass information about pending business visits to Overseas Officers and provide letters of introduction.

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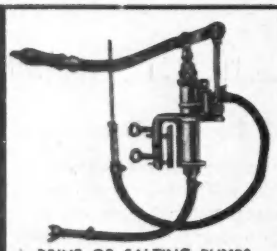

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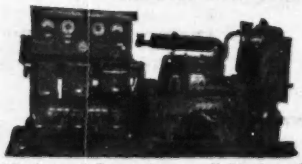

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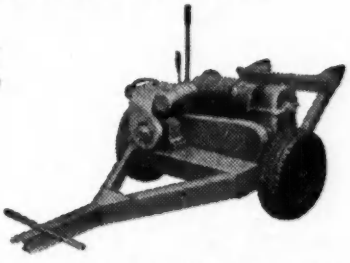

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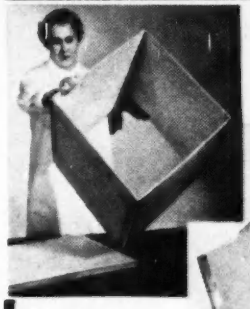

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THE CITY OF STEEL SELLS TO THE ARGENTINE

The Argentine Republic, seventh largest country in the world, is the most southerly on the South American continent. Its climate and geography range in character from the Mediterranean type areas of the north to the Norwegian fjord-like scenery of the south. There are over 22 million inhabitants, more than 6 million of them living in the capital, Buenos Aires.

Argentina's most important exports are the products of cattle rearing and agriculture—meat, wool and hides, wheat and maize. Britain is her chief export market for these commodities, in 1961 approximately £61 million worth being sold here.

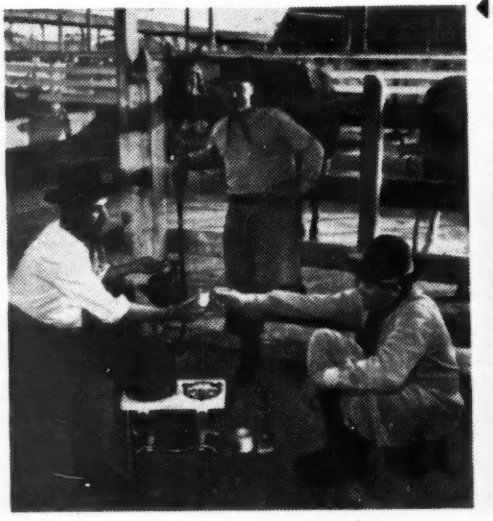
In return Argentina imports from the United Kingdom. The Steel Company of Wales is one of the British companies represented in this extensive market.

In 1962 the total of world exports from 'The City of Steel,' the vast steelworks at Port Talbot, was over £35 million, accounting for 45% of Britain's sheet steel exports and 75% of her tinplate exports. These figures were achieved in the face of heavy competition.

"Gauchos," the men who handle the great cattle herds

CORNED BEEF ON THE HOOF The Argentines exported about 100,000 tons of canned meat in 1961. Here are some of their cattle en route to a beef packing station. Much of the meat is canned in tinplate made by The Steel Company of Wales—the biggest single supplier of tinplate to the Argentine.

COLD COMFORTS Argentine housewives enjoy the benefits of the country's large electrical appliance industry. Several of the companies making refrigerators in the Argentine are importers of sheet steel from The Steel Company of Wales.



BREW UP—ARGENTINE WAY Cowboys make *mate*, the special tea of the country. They use a gas heater made by Longvie S.A. and a pot and kettle from Capea. Both companies are importers of sheet steel from Port Talbot.

STREET SCENE This Rambler station wagon, on the Calle Cordoba, one of the main streets in downtown Buenos Aires, is one of the cars produced by Industria Kaiser Argentina using sheet steel from Port Talbot.

Steel for the World from Wales

THE STEEL COMPANY OF WALES LIMITED